



centro adscrito a:



UNIVERSITAT POLITÈCNICA
DE CATALUNYA
BARCELONATECH

EXECUTIVE MASTER IN SUPPLY CHAIN MANAGEMENT AND OPERATIONS MANAGEMENT

PURCHASING SUPPLIERS AND PROCUREMENT TEACHING GUIDE 2022 - 2023

GENERAL DETAILS

Name of module:	Purchasing Suppliers and Procurement
Academic Year:	2022 - 2023
Degree:	Executive Master in Supply Chain Management and Operations Management
Number of credits (ECTS):	4
Date of latest revision:	November 2022
Lecturers in Charge:	M. Carmen Pérez del Reguero

1. GENERAL DESCRIPTION

It takes a theoretical and practical tour of the main aspects of the purchasing and supply area. It discloses how to work in organizations where the purchasing role is highly developed and integrated into operations and how it can be enhanced by aligning with the company's strategy. In addition, it shows supplier, product, and material replenishment system classification methodologies.

2. OBJECTIVES

- Provide the student with a global vision of the role of the purchasing area and its possible potential for evolution in a company.
- Link the alignment of purchases with the company's strategy to generate value and increase its sustainable competitiveness.
- It publicises and teaches advanced purchasing management tools.
- It publicises and teaches material classification methodologies and replenishment systems.

3. CONTENTS

UNIT 1. Purchasing transformation: Purchasing & Sourcing.

UNIT 2. Purchasing strategy and business supply.

UNIT 1. Purchasing roles: Purchasing & Sourcing.

Learning outcome

After the contents presented in this unit, students will be able to:

- Differentiate between purchasing and supply.
- Delimit the scope of management of the purchasing role in the company and its evolution over time.
- Identify the functions and processes involved in the purchasing area.
- Know the basic principles of negotiation.

Contents

1. Alignment with company strategy
2. Purchasing and supply functions
3. Negotiation basics

UNIT 2. Supply strategy

Learning outcome

At the end of this unit, students will be able to:

- Manage different purchasing and supply strategies based on supply risk and the relevance of the product in the supply chain.
- Being able to design a purchasing process based on the type of existing supplier and product scenario.
- Calculate the optimal purchase batch and understand the relevance of stock and time management in purchasing decision making.

Contents

1. Purchasing process and categorization of products and suppliers
2. Supply management based on optimal purchase batches
3. Supply management based on the replenishment point

4. TEACHING AND LEARNING METHODOLOGY

The teaching and learning methodology is developed from brief theoretical explanations that introduce examples and cases that facilitate the immediate application of the contents covered in each topic to the job. The deployment of the Learning by doing model, based on experiential training, enables participants to obtain action-oriented learning.

The subject is organized in such a way that the student can obtain knowledge of the different topics, manage to put them into practice, and develop a participatory, proactive and critical attitude towards them. For this reason, classroom sessions are divided into theory and practice, and learning activities are presented as an opportunity to complement the knowledge acquired and assimilate it in greater depth.

5. ASSESSMENT

The Executive Modular Education programs are based on a competency assessment model, in which the progress of the students in achieving the objectives set out in the study program is assessed.

The evaluation system for this module aims to guarantee both the understanding of the contents and the student's ability to put them into practice, assessing progress and continued effort. Teaching staff will ensure the assimilation of the contents through the evaluable activities and the tutored project in the classroom.

6. BIBLIOGRAPHY

- Casanovas, August. *Advanced purchasing and supply strategies:] Lean Buying and Outsourcing*. Barcelona: Profit, 2011. ISBN 9788492956531.
- Errasti, Ander. *Managing purchases in the company*. Madrid: Pirámide, 2012. ISBN 9788436827248.
- Fernández Fábrega, José María; Santandreu Capdevila, Martín J. *Key strategies in purchasing and supply*. Barcelona: AERCE, 2001. ISBN 8492131527.

- Gates, Steve. *El libro de la negociación* [The negotiation book.] Hoboken: Wiley, 2015. ISBN 9781119155461.
- Malhotra, Deepack. *Negotiating the Impossible: How to Unlock and Resolve Difficult Conflicts (No Money, No Strength)*. Barcelona: Active Company. ISBN 9788492921546.
- Martínez Moya, Emilio. *Purchasing Management: Negotiation and Procurement Strategies*. Madrid: Fundación Confemetal, 2010. ISBN 9788492735501.
- Morel, Stéphane. *The Shopping Transformation: A Challenging Adventure*. Madrid: Bubok, 2014. ISBN 9788461696840.
- Shell, G. Richard. *Negotiate with an Advantage: Negotiation Strategies for Reasonable People*. Barcelona: Antoni Bosch, 2005. ISBN 9788495348098.
-

7. WEBGRAPHY

- Morel, Stéphane. *Provocación Compras* [Provoking Purchasing] [online]. Available at: <<http://provocacioncompras.blogspot.com>>.
- *Asociación Española de Profesionales de Compra* [Spanish Association of Purchasing Professionals] [online]. Available at: <<http://www.aerce.org>>.
- *Purchasing* [online]. Available at: <<https://executive.iqs.edu/es/blog/compras/>>.
- *Global Sourcing* [online]. Available at: <<https://www.linkedin.com/groups/44991/>>.
- *McKinsey&Company* [online]. Available at: <<https://www.mckinsey.com/>>.
- *Procurement Trainers Network* [online]. Available at: <<https://www.linkedin.com/groups/4970008/>>.
- *Purchasing & Global Supply Chain Professionals* [online]. Available at: <<https://www.linkedin.com/groups/50589/>>.
- *Strategic Sourcing & Procurement* [online]. Available at: <<https://www.linkedin.com/groups/139021/>>.