

 <b>FLORIDA ATLANTIC UNIVERSITY</b>	<b>NEW COURSE PROPOSAL</b> <b>Graduate Programs</b>		UGPC Approval _____ UFS Approval _____ SCNS Submittal _____ Confirmed _____ Banner _____ Catalog _____	
	<b>Department</b>  <b>College</b> <i>(To obtain a course number, contact <a href="mailto:erudolph@fau.edu">erudolph@fau.edu</a>)</i>			
<b>Prefix</b>  <b>Number</b>	<i>(L = Lab Course; C = Combined Lecture/Lab; add if appropriate)</i> <b>Lab Code</b>	<b>Type of Course</b>	<b>Course Title</b>	
<b>Credits</b> <i>(See <a href="#">Definition of a Credit Hour</a>)</i>	<b>Grading</b> <i>(Select One Option)</i>  <b>Regular</b>  <b>Sat/UnSat</b>	<b>Course Description</b> <i>(Syllabus must be attached; see <a href="#">Template</a> and <a href="#">Guidelines</a>)</i>		
<b>Effective Date</b> <i>(TERM &amp; YEAR)</i>				
<b>Prerequisites</b>       <i>Prerequisites, Corequisites and Registration Controls are enforced for all sections of course.</i>		<b>Academic Service Learning (ASL) course</b>  Academic Service Learning statement must be indicated in syllabus and approval attached to this form.		
		<b>Corequisites</b>	<b>Registration Controls</b> <i>(For example, Major, College, Level)</i>	
<b>Minimum qualifications needed to teach course:</b> Member of the FAU graduate faculty and has a terminal degree in the subject area (or a closely related field).		<b>List textbook information in syllabus or here</b>		
<b>Faculty Contact/Email/Phone</b>		<b>List/Attach comments from departments affected by new course</b>		

<b>Approved by</b> Department Chair _____ College Curriculum Chair <i>Robert Pinsker</i> College Dean <i>Marc Rhorer</i> UGPC Chair _____ UGC Chair _____ Graduate College Dean _____ UFS President _____ Provost _____	<b>Date</b> 9 / 15 / 2024 9/24/2024 9/24/2024 _____ _____ _____ _____ _____
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Email this form and syllabus to [UGPC@fau.edu](mailto:UGPC@fau.edu) 10 days before the UGPC meeting.



**MAN 6579-Strategic Procurement  
Spring 2025**

**Professor Information**

Instructor: XXX

Office: XXX

Email: XXX

**Office Hours**

XXX

**Required Text and Materials**

- *Purchasing & Supply Management*. 16th Edition by: P. Fraser Johnson. 2014, **ISBN: 9781259957604**, McGraw Hill-Irwin.
  - Abbreviated on the course schedule as PSM
    - E.g. any time you see “Read Ch. XX-PSM” this indicates to read the corresponding chapter from this book
- *Supplier Relationship Management*. 2<sup>nd</sup> Edition by: Jonathan, O’Brien. **ISBN: 9780749480134**, Kogan Page Limited
  - Abbreviated on the course schedule as SRM
    - E.g. any time you see “Read Ch. XX-SRM” this indicates to read the corresponding chapter from this book

**Cases (for which responses are required)**

*All of the in-class cases will come from the PSM textbook.* Below, each case is numbered and corresponds chronologically to each case we will discuss in class

1. Suman Corporation Page 42 (Ch. 2)
2. Alicia Wong- Page 135 (Ch. 5)
3. Northwest Gas and Electric Company, Page 324 (Ch. 11)
4. Marc Biron, Page 433 (Ch. 14)
5. Rocky Plains Brewing Page 478(Ch. 15)

**Course Description**

This course introduces students to the subject of managing supplier relations and purchasing activities. Topics covered include supplier selection, vendor pricing, materials quality control, value analysis, make-or-buy, speculation and hedging, and international sourcing as well as the legal and ethical constraints faced by purchasing practitioners.

**Instructional Method**

In-Person. There is no remote option for this course.



### Pre-Requisites

No pre-requisites.

### Course Learning Objectives

The goal of this course is to take a deep dive into the world of strategic sourcing and managing supplier relationships. Specifically, we seek to:

1. Explain and understand sourcing/purchasing management and its core activities
2. Define procurement specifications and required quality standards
3. Explain the role of E-commerce and e-procurement on purchasing;
4. Explain the importance of third-party logistics providers
5. Examine global sources of supply

In the process, we will have the following learning outcomes:

- To explain the profit-leveraging effect of purchasing management
- To be able to identify how supply issues can impact a firm's competitive position
- To know the activities and responsibilities that fall within the duties of a modern purchasing professional.
- To understand the information flows that are directly or indirectly related to purchasing
- To be able to determine specifications and required quality standards.
- To describe the factors involved in the selection of a supplier.
- To be able to identify the possible impact of e-commerce and e-procurement on purchasing.
- To explain the challenges of outsourcing.
- To be able to analyze the value of third-party logistics providers.
- To know the various logistical modes available.
- To understand the importance of global sourcing.
- To be able to identify and evaluate the potential problem areas of global sourcing.
- To be able to identify the legal issues related to the purchasing function.

To know the legal liabilities and the authority of the purchasing officer.

### Grading Scale & Evaluation

	Percent
Case Responses (5@4 each)	20
Discussions (10@2 each)	20
Exam 1	20



Exam 2	20
Exam 3	20
<b><i>Total</i></b>	<b><i>100</i></b>

Final grade will be based on the final scores and the respective grade in the table below. Grades will be posted on the class website on a regular basis. Please review the postings and communicate with me **WITHIN ONE WEEK** if there are any discrepancies. **NOTE:** Point totals are **NOT** rounded up at the end of the semester.

Score	Grade Awarded	Score	Grade Awarded
$\geq 94$	A	76.999-73	C
93.999-90	A-	72.999-70	C-
89.999-87	B+	69.999-67	D+
86.999-83	B	66.999-63	D
82.999-80	B-	62.999-60	D-
79.999-77	C+	$< 60$	F

### Course Evaluation & Components

#### *Group Case Work*

In the beginning of class groups will be assembled for the completion of case responses. It is your responsibility to engage with your group and coordinate a time to meet as you see fit. There are 5 cases listed and it is each team member's responsibility to review the material prior to meeting. Then, you will answer the questions within your group. This in class group work will count for 20% of your overall grade, with 5 total cases worth 4 points each.

#### *Group Project*

The group project changes from course to course but involves a procurement application. Worth 20% of the grade.

#### *Exams*

There will be three exams. Each will be worth 20% of the final grade. You will be allowed the 2 hours to complete each exam, and you can take the exam throughout the week during which it is assigned. Exam format will be a combination of short answer and situational assessments and all will be submitted through Canvas. Suggestions for studying for the exams: Attend the class, listen to in class discussions and read the book chapters.



### General Submission Guidelines

1. **Due Date.** All assignments are due at the end of the day on the due date indicated in the course outlines.
2. **Canvas Submission.** All assignments are to be submitted to the instructor via Canvas.

## **Additional Course Policies**

### Late Assignments

No assignments will be graded because of one's failure to follow instructions, including, but not limited to, not having everything required or submitting the wrong file. The due date of each case is a week after the last session of each case as scheduled in the course outline unless mentioned otherwise. Because you will have one more week to work on each case after the official closure, ***late assignment will not be accepted—no exception!***

### Attendance Policy

Students are expected to attend all of their scheduled University classes and to satisfy all academic objectives as outlined by the instructor. The effect of absences upon grades is determined by the instructor, and the University reserves the right to deal at any time with individual cases of non-attendance. Students are responsible for arranging to make up work missed because of legitimate class absence, such as illness, family emergencies, military obligation, court-imposed legal obligations or participation in University approved activities. Examples of University-approved reasons for absences include participating on an athletic or scholastic team, musical and theatrical performances and debate activities. It is the student's responsibility to give the instructor notice prior to any anticipated absences and within a reasonable amount of time after an unanticipated absence, ordinarily by the next scheduled class meeting. Instructors must allow each student who is absent for a University-approved reason the opportunity to make up work missed without any reduction in the student's final course grade as a direct result of such absence

## **SELECTED UNIVERSITY AND COLLEGE POLICIES**

### Code of Academic Integrity Policy Statement

Students at Florida Atlantic University are expected to maintain the highest ethical standards. Dishonesty is considered a serious breach of these ethical standards, because it interferes with the University mission to provide a high quality education in which all students enjoy an equal opportunity to succeed. Dishonesty is also destructive of the University community, which is grounded in a system of mutual trust and places high value on personal integrity and individual responsibility. For more information, see [University Regulation 4.001](#).

### Disability / Accessibility Policy Statement

In compliance with the Americans with Disabilities Act Amendments Act (ADAAA), students who require reasonable accommodations due to a disability to properly execute coursework must



register with **Student Accessibility Services (SAS)** and follow all SAS procedures. SAS has offices across three of FAU's campuses – Boca Raton, Davie and Jupiter – however disability services are available for students on all campuses. For more information, please visit the SAS website at [www.fau.edu/sas/](http://www.fau.edu/sas/).

### **Counseling and Psychological Services (CAPS) Center**

Life as a university student can be challenging physically, mentally and emotionally. Students who find stress negatively affecting their ability to achieve academic or personal goals may wish to consider utilizing FAU's Counseling and Psychological Services (CAPS) Center. CAPS provides FAU students a range of services – individual counseling, support meetings, and psychiatric services, to name a few – offered to help improve and maintain emotional well-being. For more information, go to <http://www.fau.edu/counseling>.

### **Religious Observances Accommodation Policy Statement**

In accordance with rules of the Florida Board of Education and Florida law, students have the right to reasonable accommodations from the University in order to observe religious practices, observances, and beliefs with regard to admissions, registration, class attendance and the scheduling of examinations and work assignments.

For further information, please see FAU Regulation 2.007 at: [FAU Regulation 2.007](#).

### **University Approved Absence Policy Statement**

In accordance with rules of the Florida Atlantic University, students have the right to reasonable accommodations to participate in University approved activities, including athletic or scholastics teams, musical and theatrical performances and debate activities. It is the student's responsibility to notify the course instructor at least one week prior to missing any course assignment.

### **Incomplete Grade Policy Statement**

A student who is passing a course, but has not completed all work due to exceptional circumstances, may, with consent of the instructor, temporarily receive a grade of incomplete ("I"). The assignment of the "I" grade is at the discretion of the instructor, but is allowed only if the student is passing the course.

The specific time required to make up an incomplete grade is at the discretion of the instructor. However, the College of Business policy on the resolution of incomplete grades requires that all work required to satisfy an incomplete ("I") grade must be completed within a period of time not exceeding one calendar year from the assignment of the incomplete grade. After one calendar year, the incomplete grade automatically becomes a failing ("F") grade.

### **Withdrawals**

Any student who decides to drop is responsible for completing the proper process required to withdraw from the course.



### Grade Appeal Process

A student may request a review of the final course grade when s/he believes that one of the following conditions apply:

- There was a computational or recording error in the grading.
- Non-academic criteria were applied in the grading process.
- There was a gross violation of the instructor's own grading system.

The procedures for a grade appeal may be found in [FAU Regulation 4.002](#).

### Disruptive Behavior Policy Statement

Disruptive behavior is defined in the FAU Student Code of Conduct as “... *activities which interfere with the educational mission within classroom.*” Students who behave in the classroom such that the educational experiences of other students and/or the instructor's course objectives are disrupted are subject to disciplinary action. Such behavior impedes students' ability to learn or an instructor's ability to teach. Disruptive behavior may include, but is not limited to: non-approved use of electronic devices (including cellular telephones); cursing or shouting at others in such a way as to be disruptive; or, other violations of an instructor's expectations for classroom conduct.

### Faculty Rights and Responsibilities

Florida Atlantic University respects the right of instructors to teach and students to learn. Maintenance of these rights requires classroom conditions which do not impede their exercise. To ensure these rights, faculty members have the prerogative:

- To establish and implement academic standards
- To establish and enforce reasonable behavior standards in each class
- To refer disciplinary action to those students whose behavior may be judged to be disruptive under the Student Code of Conduct.

### **Tentative Course Outline**

Theme	Topic(s)	Chapter(s)/ Reading(s)	Assignment (Due on date listed)
Sourcing Strategy I: Foundations	<ul style="list-style-type: none"><li>• Intro to course, syllabus overview, role of sourcing within SCM</li><li>• Purchasing and supply management strategy, Designing and managing the supply management organization</li></ul>	Read Ch. 1-3-PSM	



Theme	Topic(s)	Chapter(s)/ Reading(s)	Assignment (Due on date listed)
	<ul style="list-style-type: none"> <li>Organizing the Sourcing Process Make vs. Buy/Insourcing vs. Outsourcing</li> </ul>	Read Ch. 4-5-PSM	Response to Case 1 Due
	<ul style="list-style-type: none"> <li>Segmenting the Supply Base, Need Identification &amp; Specification</li> </ul>	Read Ch. 6 PSM Read Ch. 4 SRM	Response to Case 2 Due
	<ul style="list-style-type: none"> <li>Exam 1 Review &amp; Exam</li> </ul>		Exam 1 Due
Sourci ng Strateg y II: Costin g, Govern ance, and relatio nal Strateg y(ies)	<ul style="list-style-type: none"> <li>Pricing Decisions in Sourcing</li> </ul>	Ch. 10-PSM	
	<ul style="list-style-type: none"> <li>Cost Management</li> </ul>	Ch. 11-PSM	
	<ul style="list-style-type: none"> <li>Supplier Selection`</li> </ul>	Ch. 12 PSM	Response to Case 3 Due
	<ul style="list-style-type: none"> <li>Supplier Evaluation</li> </ul>	Ch. 13-PSM Ch. 5-MSR Ch. 6 & 7-MSR	
	<ul style="list-style-type: none"> <li>Global Supply Management</li> </ul>	CH. 14 PSM	
	<ul style="list-style-type: none"> <li>Exam 2 Review &amp; Exam</li> </ul>		Exam 2 Due
Sourci ng Strateg y III: Tappin g into the Supply Base to Achiev e Compe titive Advant age	<ul style="list-style-type: none"> <li>Legal and Ethical Issues in Sourcing</li> </ul>	Ch. 15-PSM	
	<ul style="list-style-type: none"> <li>Spring Break</li> </ul>		
	<ul style="list-style-type: none"> <li>Strategic Collaborative Relationships</li> </ul>	Ch. 13-MSR	
	<ul style="list-style-type: none"> <li>Innovation from the Supply Base</li> </ul>		Response to Case 4 Due
Apply it: Putting theory to	Application based content		Response to Case 5 Due



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Theme	Topic(s)	Chapter(s)/ Reading(s)	Assignment (Due on date listed)
practice			