

Syllabus  
**BAE5142 Strategic Procurement**  
Prof. Dr. Moritz Peter  
Summer Semester 2022

<b>Level</b>	Master	
<b>Credits</b>	3	
<b>Student Contact Hours</b>	2	
<b>Workload</b>	90 Hours	
<b>Prerequisites</b>	None	
<b>Time</b>	s. LSF	
<b>Room</b>	s. LSF	
<b>Start Date</b>	s. LSF	
<b>Lecturer(s)</b>	<b>Name</b>	Prof. Dr. Moritz Peter
	<b>Office</b>	T2.3.12
	<b>Virtual Office</b>	<a href="#">Virtual office of Prof. Peter</a>
	<b>Office Hours</b>	Wednesday, 17:15 - 18:45
	<b>Phone</b>	(07231) 28-6671
	<b>Email</b>	<a href="mailto:Moritz.peter@hs-pforzheim.de">Moritz.peter@hs-pforzheim.de</a>

## Summary

The value sourced from suppliers and the innovation stemming from the supply base has increased substantially in recent years. As a consequence, most organizations consider the management of their suppliers as a key strategic issue. Given its potential to contribute significantly to firm performance, the procurement function has advanced considerably during the last three decades. This course provides a survey of modern procurement methods and processes from a strategic as well as from an operational perspective. Imparted procurement knowledge is applied in a major case study project organized by Porsche AG.

## Outline of the Course

Topics covered include:

- the sourcing process (focus topic) and the procurement process (in general) with related topics such as negotiation, risk management, quality management etc.
- supplier selection and the management of supplier portfolios (including buyer-supplier relationships and supplier innovation)
- the design and implementation of procurement strategies, procurement organizations and procurement performance measurement systems
- current trends and topics in procurement (digitalization, global sourcing, corporate social responsibility etc.)
- Case studies (related to sourcing) provided by Porsche AG

## Course Intended Learning Outcomes and their Contribution to Program Intended Learning Outcomes / Program Goals

Program Intended Learning Outcomes	Course Intended Learning Outcomes
After completion of the program the students will be able...	After completion of the course the students will be able...
<b>1 Responsible leadership in organizational contexts</b>	
<b>2 Creative problem solving skills in a complex business environment</b>	
2.1 ...to recognize and define problems as well as assess their importance.	...to apply methods and technical possibilities of procurement.(e.g. sourcing strategies) as a contribution to competitiveness.
2.2 ...to analyse complex in-company and inter-company problems and challenges from different perspectives and/or within an international context.	...to analyze a specific task in Strategic Procurement.
2.3 ...to independently develop creative solutions to complex in-company and inter-company problems and challenges.	...to focus on problems in Strategic Procurement and to work them out in depth.
2.4 ...to clarify successfully complex problems and solutions to both experts and laymen.	...to lead presentations and discussions of alternative solutions in Strategic Procurement.
<b>3 Creative problem solving skills in a complex business environment</b>	
3.1 ...to demonstrate their knowledge of research methods relevant to engineering and management as well as their advantages and disadvantages.	...to deepen and apply methods of procurement and supplier management as well as strategic procurement.
3.2 ...to successfully apply research methods relevant to engineering and management.	...to work scientifically.
3.3 ...to implement relevant research methods in such a way as to deliver reliable and innovative results.	...to prepare literature research and evaluation. They can show these in presentations mi innovative results in the final presentation
<b>4 Interdisciplinary and integrative work</b>	
4.2 ...to apply the methods of project management and to successfully organize, conduct and manage projects.	...work out solutions in a group.
4.3 ...to develop and assess alternative solutions taking diverse disciplines into account and apply them to integrated comprehensive solutions.	...to develop and implement suitable interdisciplinary and integrative solution alternatives

### Teaching and Learning Approach

This course has a threefold structure: In the first phase of the course a comprehensive introduction to relevant procurement topics is provided (by lecture). In the second course-phase small group of students work on their group assignments (case study). In the third phase of the course the results of the group work will be presented and individual feedback will be given.

### Literature and Course Materials

#### Textbooks (recommended)

- Chopra, S. (2018): Supply Chain Management: Strategy, Planning, and Operation 7th ed., Pearson, London.
- Heizer, J.; Render, B. (2016): Operations Management, Global Edition, 11th ed., Pearson, London.
- Van Weele, A.J. (2014): Purchasing and Supply Chain Management, 6th ed., Cengage Learning, London.
- Handfield, R. B., Monczka, R. M., Giunipero, L. C., & Patterson, J. L. (2016). Sourcing and Supply Chain Management (6th ed.). Florence, KY: Cengage Learning.
- Lecture slides

## **Assessment**

Presentation and documents with individual contribution (PLP, PLR).

**Grading scale:** (see SPO, allg. Teil, Neufassung vom 01.09.06, p. 20):

- 1 = excellent (pass grade) = outstanding work;
- 2 = good (pass grade) = work which is far above average
- 3 = satisfactory (pass grade) = average work;
- 4 = sufficient (pass grade) = work with shortcomings which still meets requirements
- 5 = insufficient (fail grade) = work with severe shortcomings, does not meet requirements

## **Schedule**

**Changes are unlikely, but might become necessary.**

The time available will roughly be spend on:

- 70 % Procurement lecture (introduction to relevant topics)
- 20 % Procurement case study (group assignments)
- 10 % Presentation and discussion of case study results

## **Academic Integrity and Student Responsibility**

### **Code of Conduct for Students**

- Read the syllabus
- Practice fair play to your fellow students
- Print and read the abstracts/notes before the lecture/exercise and take a look at it
- Please make sure to be on time and avoid to leave the lectures/exercises early
- Contribute to a pleasant atmosphere (i.e. silence)
- Solve your exercises independently
- Raise questions if you don't understand something

[Link to the Code of Conduct for online Teaching](#)

### **Teaching Philosophy**

I do care about your learning. Therefore, helping you is an important matter to me. If you encounter problems or questions with any aspect of the course, do not hesitate to contact me. I will respond quickly and if it is necessary, we can arrange an appointment.

My main objective is the preparation of Hochschule-Pforzheim students for a successful career in the procurement and/or procurement-logistic function of international companies in various industries. In order to achieve this goal, I would like to appeal and foster the student's heart (motivation), hand (experience) and head (knowledge) through practice-oriented topics and vivid classroom interaction. Hence, if you have problems with your progress in the course or with your group, please see me as early as possible. I do want you to graduate, but you must earn it!

## **Additional Information**

**Language:** English

### **Learning objectives and outcomes:**

This course is recommended for anyone seeking a better understanding of upstream supply chain operations. At the end of this course, participating students:

- have a good grasp of the fundamental procurement concepts and methods
- become acquainted with relevant procurement processes and tools
- are able to apply their acquired knowledge and methodological skills in order to optimize procurement and supply chain management processes in companies of various sizes and industries
- apply procurement-related knowledge successfully in the case study of this course