

Supply Chain Management
Course Number: 33:799:305
Course Title: Procurement & Global Sourcing Strategy

COURSE DESCRIPTION

This course serves as an introduction to the organization and operations of the procurement function inside a global world-class companies Supply Chain organization. We will explore how a superior procurement and sourcing strategy is linked directly to competitive success of the company. The course will focus on the fundamental tools, techniques and processes deployed in today is market and identify ways a company's supply chain organization can create both value to the shareholder and in the end to the customer. We will also discuss the ethical, contractual and legal issues faced by procurement, with a focus on the expanding strategic nature of the role of the supply chain organization.

Students who take this course will be prepared for entry-level procurement and sourcing positions in global companies.

COURSE MATERIALS

- 1. TEXTBOOK:** "Global Procurement & Sourcing Strategy" is a McGraw-Hill custom/create book. Johnson and Flynn : Purchasing and Supply Management. 15th Edition McGraw Hill. ISBN: 978-1-307-62077-8. Students can also download an ebook of latest edition 16 from McGraw Hill. ISBN: 9781259957604 by using the following link:
<https://www.mheducation.com/highered/product/purchasing-supply-management-johnson/M9781259957604.html>
- 2. SLIDE DECKS & OTHER COURSE MATERIALS**
 - Slide decks covering topics in the textbook will be reviewed and discussed in on-line classes and will also be provided to students through the Canvas.
 - Pre-recorded online, e-based lectures of certain topics will also be assigned periodically to enable more time in class to apply the topics.
 - Check Canvas regularly for updates, assignments, and announcements.

TEACHING METHOD

The teaching format includes lectures, videos, podcasts, instructor industry material, case discussions and guest speakers. I will leverage multiple channels for an engaging learning experience. All Class-related material (lecture presentations, messages, etc.) will be posted on Canvas.

ACADEMIC INTEGRITY

I do NOT tolerate cheating. Students are responsible for understanding the RU Academic Integrity Policy (<http://academicintegrity.rutgers.edu/>)

I will strongly enforce this Policy and pursue *all* violations. On all examinations and assignments, students must sign the RU Honor Pledge, which states, “On my honor, I have neither received nor given any unauthorized assistance on this examination or assignment.” I will screen all written assignments through *SafeAssign* or *Turnitin*, plagiarism detection services that compare the work against a large database of past work. Don’t let cheating destroy your hard-earned opportunity to learn. See business.rutgers.edu/ai for more details.

CLASS PARTICIPATION

My idea of “participation” is not to simply respond when spoken to. We will hone the skill of thoughtful, informed and concise voluntary discussion, which is critical to the learning process and in the end will make this class enjoyable for all. It is therefore imperative that students read the chapters and cases prior to class and be well prepared for active engagement. Active participation in assigned Discussion Boards will be registered accordingly in Canvas for completion percentage. In remote learning everyone has a distinct style of communication. Feel free to Chat, Virtual Hand Raise etc. during sessions.

We will begin the semester with a short video on ‘What is Global Procurement?’ We will then end the semester with the same question to see how your initial perceptions have changed.

GROUP PROJECT PRESENTATION

Team-based case presentations are used to develop critical thinking and teamwork skills around procurement management and global sourcing. Each team will be chosen at random and will be assigned a Procurement Topic. Teams will consist of 6-7 members and will present their assigned case at the assigned class. As a class we will discuss pertinent topics to use as our baseline for projects.

The process will work as follows:

The final written case write-up will be assigned several weeks in advance. The final submission is an executive level power point presentation. The power point should:

- 1) Be focused on core issues.
- 2) Incorporate well-developed supported analysis.
- 3) Clearly articulate recommendations and responses to posed questions.

The Grades for case presentations will be comprised of both content and delivery components. A Rubric will be issued in Canvas to guide your thought leadership.

CLASSROOM ETIQUETTE

We are on a remote learning journey so I would ask that you present in each on-line class that is streamed. Stay focused... do not be afraid to ask questions and contribute your experiences. I want to encourage diversity of thought and we must be respectful of others point of view. As we will have guest speakers throughout the course, I would ask that you do your best to be present at those sessions and have thoughtful questions for our speakers. so that we can be respectful of their time spent with us. If you have a situation where you cannot make a streaming session, simply let me know in advance by mail. I will look to record the sessions accordingly.

To facilitate class engagement please insure you post your full name along with your video image.

Cell phones need to be turned off, as it is never appropriate to take or make a call during class time (except for emergencies).

GRADING POLICY

The final grade in this course will be calculated based on Group Project (15%), Exam 1 (35%), Exam 2 (35%), and Discussion Board (15%), translated into a letter grade based on the following scale:

A	= or >90
B+	87 - 89.99
B	80 - 86.99
C+	77 - 79.99
C	70 - 76.99
D	60 - 69.99
F	<59.99

Contributing a 5- minute presentation on a current event will receive 2 bonus points on next exam. Exams may be curved at the Professor's discretion. However, the final grade will be strictly based on the mathematical average with NO ROUNDING. Grades for exams and case presentation become final one week after they become available.

COURSE SCHEDULE

Session	Lecture Focus	Assignments
1	Syllabus & Expectations Procurement Basics	1 Minute Video Assigned
2	Supply Management Strategy	Read Chapter 1 and 2 Video Due
3	Organization, Process and Technology (Pre-recorded)	Read Chapters 3 and 4 Meet with Groups
4	Make/Buy, In/Outsource Specifications	Read Chapters 5 and 6 Core vs. Non-Core Discussion Assigned
5	Quality Third Party Risk	Read Chapters 7 Core vs. Non-Core Due. Nuts & Bolts Assigned

6	Quantity and Inventory Delivery	Read Chapter 8 and 9 Nuts & Bolts Due. Cat Mgmt Plot Assigned
7	Category Mgmt/Sourcing Case Exam Review	Instructor Material Cat Mgmt Plot Due. Make vs. Buy Assigned
8	EXAM 1	Study Chapters 1-7
9	Price and Cost Management Negotiation Simulation (In-Class)	Read Chapters 10&11 Make vs. Buy Due. Bulb/O-Ring Assigned
10	Supplier Selection and Evaluation	Read Chapters 12&13 Bulb/O-Ring Discussion Due. TCO Assigned
11	Global Supply Mgmt and Ethics	Read Chapters 14 & 15 TCO Discussion Due. Child Labor Assigned
12	Category Strategy & Tools Project Presentation	Instructor Material Child Labor Discussion Due
13	Project Presentation	Complete SIRS Evaluation
15	Project Presentation Exam Review	Reflections on Video Predictions
TBD	EXAM 2	Study Chapters 8-15

NOTE: GUEST SPEAKERS AND VIDEOS WILL BE ANNOUNCED MINIMUM OF ONE WEEK PRIOR. SCHEDULE IS SUBJECT TO CHANGE BASED ON FLOW OF DISCUSSION.

SUPPORT SERVICES

If you need accommodation for a *disability*, obtain a Letter of Accommodation from the Office of Disability Services. The Office of Disability Services at Rutgers, The State University of New Jersey, provides student-centered and student-inclusive programming in compliance with the Americans with Disabilities Act of 1990, the Americans with Disabilities Act Amendments of 2008, Section 504 of the Rehabilitation Act of 1973, Section 508 of the Rehabilitation Act of 1998, and the New Jersey Law Against Discrimination. More information can be found at ods.rutgers.edu.

[Rutgers University-New Brunswick ODS phone (848)445-6800 or email dsoffice@echo.rutgers.edu]

[Rutgers University-Newark ODS phone (973)353-5375 or email ods@newark.rutgers.edu]

If you are *pregnant*, the Office of Title IX and ADA Compliance is available to assist with any concerns or potential accommodations related to pregnancy.

[Rutgers University-New Brunswick Title IX Coordinator phone (848)932-8200 or email jackie.moran@rutgers.edu]

[Rutgers University-Newark Office of Title IX and ADA Compliance phone (973)353-1906 or email TitleIX@newark.rutgers.edu]

If you seek **religious accommodations**, the Office of the Dean of Students is available to verify absences for religious observance, as needed.

[Rutgers University-New Brunswick Dean of Students phone (848)932-2300 or email deanofstudents@echo.rutgers.edu]

[Rutgers University-Newark Dean of Students phone (973)353-5063 or email DeanofStudents@newark.rutgers.edu]

If you have experienced any form of **gender or sex-based discrimination or harassment**, including sexual assault, sexual harassment, relationship violence, or stalking, the Office for Violence Prevention and Victim Assistance provides help and support. More information can be found at <http://vpva.rutgers.edu/>.

[Rutgers University-New Brunswick incident report link: <http://studentconduct.rutgers.edu/concern/>. You may contact the Office for Violence Prevention and Victim Assistance at (848)932-1181]

[Rutgers University-Newark incident report link: https://cm.maxient.com/reportingform.php?RutgersUniv&layout_id=7 . You may also contact the Office of Title IX and ADA Compliance at (973)353-1906 or email at TitleIX@newark.rutgers.edu. If you wish to speak with a staff member who is confidential and does **not** have a reporting responsibility, you may contact the Office for Violence Prevention and Victim Assistance at (973)353-1918 or email run.vpva@rutgers.edu]

If students who have experienced a temporary condition or injury that is adversely affecting their ability to fully participate, you should submit a request via <https://temporaryconditions.rutgers.edu> .

If you are a military **veteran** or are on active military duty, you can obtain support through the Office of Veteran and Military Programs and Services. <http://veterans.rutgers.edu/>

If you are in need of **mental health** services, please use our readily available services.

[Rutgers University-Newark Counseling Center: <http://counseling.newark.rutgers.edu/>]

[Rutgers Counseling and Psychological Services–New Brunswick: <http://rhscaps.rutgers.edu/>]

If you are in need of *physical health* services, please use our readily available services.

[Rutgers Health Services – Newark: <http://health.newark.rutgers.edu/>]

[Rutgers Health Services – New Brunswick: <http://health.rutgers.edu/>]

If you are in need of *legal* services, please use our readily available services: <http://rusls.rutgers.edu/>

Students experiencing difficulty in courses due to *English as a second language (ESL)* should contact the Program in American Language Studies for supports.

[Rutgers–Newark: PALS@newark.rutgers.edu]

[Rutgers–New Brunswick: eslpals@english.rutgers.edu]

If you are in need of additional *academic assistance*, please use our readily available services.

[Rutgers University-Newark Learning Center: <http://www.ncas.rutgers.edu/rlc>]

[Rutgers University-Newark Writing Center: <http://www.ncas.rutgers.edu/writingcenter>]

[Rutgers University-New Brunswick Learning Center: <https://rlc.rutgers.edu/>]

[Optional items that many faculty include:

- Students must sign, date, and return a statement declaring that they understand the RU Academic Integrity Policy.

- Students must sign, date, and return a statement declaring that they understand this syllabus.]