

# College of Business

Tennessee State University

## MGMT 6220—Fall 2012 Procurement Management

### LOCATOR INFORMATION:

Course Name: Procurement Management

Credit Hours: 3

Contact Hours: 3

### INSTRUCTOR:

Name: Sharon Thach

Office: K-438

Phone: 963-7133

E-mail: [sthach@tnstate.edu/use](mailto:sthach@tnstate.edu/use)  
elearn mail only

Office Hours: T, Th 1-5; Wednesday 10-5

### REQUIRED TEXTBOOK & MATERIALS:

Purchasing and Supply Management by W. C. Benton (2nd<sup>1</sup> Edition, 2010)

Wall Street Journal

### COURSE DESCRIPTION:

This course introduces you to the management of the procurement process. In addition to the central purchasing function, value/cost, relationship building, and metrics are emphasized. The relationship of procurement to other functions is also discussed. Technological and negotiation skills are given significant emphasis

MGMT 6220. PROCUREMENT MANAGEMENT. (3) This course presents the knowledge and insights into strategies, processes and operations of procurement. Contemporary issues include purchasing and outsourcing, supplier management, negotiation, information systems, inventory, performance measurement, and globalization. Prerequisite: MG606, MK 605, or consent of the instructor.

### **COURSE OBJECTIVES:**

1. To gain an understanding of the procurement process.
2. To experience the application of procurement by undertaking a real project.
3. To gain an appreciation for the international context of procurement operations.
4. To acquire skills necessary for the management of the procurement function

### **ACADEMIC INTEGRITY:**

Academic honesty and integrity lie at the heart of any educational enterprise. Students are expected to do their own work and neither to give nor to receive assistance during quizzes and examinations. Deliberate violations of academic integrity (plagiarism, cheating, misrepresentation, of information) and fabrication are not tolerated. Actions outlined in the Tennessee State University Student Handbook under Code of Student Conduct will be followed for incidents of academic misconduct.

### **REASONABLE ACCOMODATIONS:**

Any students requiring accommodations should contact Patricia Scudder, Director of Students with Disabilities-Disabled Student Services Office, at 963-7400,preferably before the fourth class meeting. The College of Business, in conjunction with the Office of Disabled Student Services, makes reasonable accommodations for qualified students with medically documented disabilities. I need to be aware of your status if it will affect your class activities and assignments---before assignments are due.

### **CODE OF STUDENT CONDUCT:**

There will be no eating, drinking, sleeping or disruptive behavior in the classroom. Each student is encouraged participating in classroom activities, asking questions, and working along with the class as recommendations/problem solutions to illustrations, examples, and cases are examined. Additionally, cell phones must be turned off upon entering the classroom and should remain so until class has ended. Action will be taken against those students who do not adhere to appropriate classroom behavior.

**ATTENDANCE& LATE WORK:** You are expected to be on time and in class each week. We understand that many graduate students work and may have obligations from time to time. You are expected in emergency circumstances to notify the instructor and make alternate arrangements as much in advance as possible.

### **OTHER:**

1. All reading assignments are to be completed before class. Although there will be some review of text materials, the majority of class time will consist of applications and extensions of the readings.

2. There is a heavy workload in this course; be prepared to devote a number of hours each week to the course.

3. Intellectual integrity is essential and expected. Please note the following:

The College of Business believes that one of its fundamental core values is integrity. Plagiarism is a direct violation of that value; it is also illegal. Accordingly, the College has assembled a variety of materials to help maintain academic integrity; to access them, go to: [www.tnstate.edu/busadmin](http://www.tnstate.edu/busadmin) and click on Resources. All students must be familiar with these materials. Any student who plagiarizes an assignment will fail the course. Students must attach the following statement to all written work submitted for a grade. It is the responsibility of each student to see that this statement is affixed; any assignment lacking this signed statement will be refused.

### **Affidavit**

Class: \_\_\_\_\_ Semester: \_\_\_\_\_ Professor: \_\_\_\_\_

Student Name: \_\_\_\_\_ Date: \_\_\_\_\_

I attest the work is solely my own; any materials, quotations or ideas that are not original to me are credited with a citation.

Signature: \_\_\_\_\_

## **TEACHING STRATEGIES:**

This course utilizes some lecture, readings, discussions, problems and cases.

## **ASSIGNMENTS & EVALUATION CRITERIA:**

All written assignments must be submitted electronically to: [sthach@tnstate.edu](mailto:sthach@tnstate.edu).

### Assignments

1. The weekly reading and case assignments are listed under assignments on your website home page.
2. Each student will write one and present one case study.
3. All students will write and present reaction papers in class as a basis for class discussion.

## **GRADING SCALE:**

Midterm	20%
Final	25%
Case	
Written	15%
Presentation	15%
Papers	25%

## Reaction Papers:

Each student will be assigned to write three reaction papers to material in the assigned chapters. These will be a basis for class discussion each week. The actual chapter assignments will be made the first day of class as will the case assignments.

You may choose any topic of the many discussed in the chapter. You are to find additional scholarly and practitioner papers written on the subject and incorporate them into a 5 page or so discussion of the topic and its impact on procurement strategy and practice.

## ASSIGNMENTS

This is the topical outline for this course.

### TOPIC Subtopics

<b>Environment</b>	Technology	Customer Environ- ment	Types of Purchasing relationships	Interface with other operations	US/EU Legal Issues
<b>Sourcing and Evaluating Suppliers</b>	Specification	Evaluation matrix	Metrics	Global issues, including shortages	Relationship types
<b>Value, Price, Conditions</b>	Best value, Total Cost of Ownership	Inventory, logistics and managing the process	Quality Standards and Processes	Service	Pricing Models and Metrics
<b>Negotiation</b>	Approaches	Principled	Conflict	Cultural	Long-term vs.

			Management	Styles and Issues	one-shot
<b>Continuous Management</b>	Investment recovery	Metrics for effectiveness	Research	Monitoring	Corrective Actions

Assignments:

Environment:

Aug. 28

Purchasing Mgt./Legal Aspects  
3

Chapters 1,  
3

Sept. 4

Sourcing and Evaluating suppliers  
Chapter 8

Sept. 11

Strategy, Supplier Selection  
Chapters 2, 3  
(2)

Appendix A

Sept. 18

Global Sourcing  
Case: Eastern Waves

		Chapter 10 10A	Examples similar to
Sept. 25	Partnerships and Supply Chains	Chapters 9  Case: ARMS	
Oct. 2		Chapter 11  Case: Swisher Systems	
Oct. 9		Inventory Management 5  Case: Austin Wood Products	Chapter 4, Exercises
	Value, Price and Conditions  MIDTERMS DUE OCT. 25		
Oct. 23		Lean Purchasing Chapter 6 Case: Camp Bowie	
Oct. 30		E-Purchasing, Contracting Chapter 7  Case: Auction	Appendix,
Nov.6		Price Determination Chapter 13 Appendices  Case: Trip 7 Screen	Exercises,

Nov. 13	TQM and other Quality Systems Appendices	Chapter 12
	The Tank Case	
Negotiation		
Nov. 20	Bargaining and Negotiations Chapter 14 Laser	Medical
Nov. 27	Handouts and web material	Hudson Case
	Continuous Improvement	
Dec. 6	Summary and Review	

Attendance at The Supply Chain Summit is expected: This means that you should register with Ms. Smith and plan to be here at the meetings on Oct. 16 and 17. There will also be a Leadership lecture for all MBA students on Monday, Nov. 12. If you have a Monday class, your entire class will attend. Otherwise, please put this on your calendar.





