

Supply Chain Management
Course Number: 22:799:608
Course Title: Procurement Management and
Global Sourcing

COURSE DESCRIPTION

Reviews the demands placed on procurement and supply management from the firm's stakeholders, demonstrate the impact of procurement and supply management on the competitive success and profitability of the organization, describes ethical, contractual and legal issues faced by procurement, and recognizes the expanding strategic nature of procurement. The major areas of concentration covered are procurement as a functional activity; how procurement impacts on total quality, cost, delivery, technology, and responsiveness to the needs of a firm's external customers (insourcing/outsourcing, supplier evaluation, supplier development, and global sourcing); introduction of the tools, techniques, and approaches for managing the procurement and sourcing process (cost/price analysis, negotiations, and contract management); issues and activities that support the procurement and sourcing process); and future directions of procurement and supply management. Case studies will be used to illustrate the issues discussed in lectures.

COURSE MATERIALS

Textbooks

Purchasing and Supply Chain Management, R. Monczka, R. Handfield, L. Giunipero., and J.Patterson, South-Western 6th Edition ISBN 9780538476423. (Required) Abbreviated MHGP

- Research Projects - TBD

- **SLIDE DECKS & OTHER COURSE MATERIALS**
 - Slide decks covering topics in the textbook will be reviewed and discussed in class and will also be provided to students through Canvas. Either before or after typically 1 class session.
 - Other course materials will also be provided to students through Canvas when appropriate.
 - Check **Canvas** (canvas.rutgers.edu) and your **official Rutgers email account** regularly for updates and announcements.

COURSE OBJECTIVES

1. To provide a strategic overview of procurement and supply chain management as they apply in today's global marketplace.
2. Develop world-class thinking in support of competitive excellence in procurement and supply chain management.
3. Enhance knowledge and skill in use of cost management, negotiation and related strategic sourcing tools.
4. To understand and appreciate the ethical, contractual, and legal issues faced by purchasing and supply chain professionals.
5. To understand the influence of purchasing on other major functional activities not only including supply chain management, but other areas of the business such as product design, quality management, marketing and sales, financial planning, etc.

Classes will consist of:

- Lecture, videos as appropriate, practical examples, current supply chain events, Q&A, and follow-up discussions of the material covered in previous classes.
- Research projects.
- Three (3) Tests; True/False, Multiple Choice, Short Answer questions and open-ended questions
- Outside guest speakers may also be invited as appropriate.

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.

TEACHING METHOD

- The course will be largely taught via Powerpoint. All class-related material (lecture presentations, messages, etc.) will be posted on Canvas.
- Research projects are used develop critical thinking skills around Supply Chain Management strategies.
- Students should be enrolled in Canvas to access the posted materials. The Canvas login is your NetID and password.

GRADING

The final grade in this course will be primarily based on the following: Research Projects and exams. The weights for course work components are given below:

Research Projects	16%
1st Exam	28%
2nd Exam	28%
3 rd Exam	28%
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TOTAL:	100%

Course grades are determined as follows:

Test #1	28%
Test #2	28%
Test #3	28%
Research Project	16%

Note: Individual Exams and Team PROJECT GRADES WILL NOT BE ROUNDED DOWN OR UP BUT TO THE NEAREST DECIMAL PONT. FINal Grades will not be rounded up or down at the end of the semester but to the nearest decimal point.

Other items pertaining to grades:

- All grades will be posted in CANVAS as quickly as possible and generally within one week of the assignment submission.
For tests, I will look at the questions that were missed by the class. If a question was frequently missed, I will consider this in assigning the final grades. If any points were added back to the test scores, I will notify the class.
- I will use the “warning grade” roster at the mid-point of the semester as necessary.
- I will gladly answer questions that you have about assignments for clarification and guidance, but out of fairness to all students, I will not “pre-grade” an assignment in advance of final submission.
- Important note regarding your final grade: Please earn your grade throughout the semester. **Your grade is not subject to negotiation.**
 - If you feel that I have made an error in grading, submit your concern to me in writing with the precise concern/error. If I have made an error, I will gladly correct it, but please be aware that I will only adjust grades if I have made an error.
 - I will not adjust grades based upon outcomes such as a negative impact to a GPA, lost tuition reimbursement, etc.
 - Attempting to influence faculty in an effort to obtain a grade that was not earned is a form of dishonest academic behavior.
- Late assignments will not be accepted out of respect for students who complete and submit the assignments on time. Students will be expected to submit written assignments to the professor via

email in advance of the due date if a class will be missed. If there are extenuating circumstances, students are responsible for contacting the professor to discuss alternatives.

ATTENDANCE POLICY

- Students are expected to attend all classes.
- Expect me to attend all class sessions. If I am to be absent, my department chair or I will send you notice via email and CANVAS as far in advance as possible with appropriate information and instructions.
- Expect me to arrive on time for each class session. I expect the same of you.
- Class will start on time. Out of respect for your fellow students and for the instructor, please be on time for class. Arriving more than 10 minutes late is not acceptable.
 - ✓ I understand that unforeseen circumstances occasionally arise, particularly for students that are commuting. Please travel safely to class and enter class as quietly as possible if you will be late.
 - ✓ If arriving on time for class will be an on-going problem for you, please notify me so that I am aware of the issue.
- Expect me to prepare properly for each class session. I expect the same of you. Complete all background reading and assignments. You cannot learn if you are not prepared.
- Expect me to participate fully in each class session. I expect the same of you. Stay focused and involved. You cannot learn if you are not paying attention.
- For weather emergencies, please consult the campus home page. If the campus is open, class will be held unless you have heard from me otherwise. I will communicate any changes to our regular class schedule via email and via Canvas as far in advance as possible.
- Professor or student teams may discuss recent news releases, newspaper articles, and view You Tube videos in class. Some of the material from this discussion may be on the tests. If you are not in class, come late or leave early, you will miss this and may therefore not be able to answer the questions pertaining to this on the tests.

CLASSROOM CONDUCT

- Computers: Utilizing laptops, tablets, etc. during class is not permitted as a general rule, except and unless you are using this technology to actually take notes for this class.
- Cell Phones: Please silence your phones before class. If you must take an urgent phone call during class, exit the room quietly and quickly to minimize disruptions.
- Recording Lectures: All unauthorized recordings of class lectures/discussions are prohibited. Recordings to accommodate the needs of individual students must be approved in advance, for personal use during the semester only. Redistribution of approved recordings are prohibited.
- Side conversations: A quick and quiet clarification or question of a classmate is acceptable, but I do ask that you keep side conversations to a minimum as to not disrupt the class for your peers and me.

- **Questions:** Questions and student interaction is highly desired. If you have a question it is likely that other may have the same question as well, so please ask me during class if possible (or after class if necessary) and I will do my best to provide an answer.

EXAM DATES AND POLICIES

There are three (3) tests in this course:

Tests are not cumulative. Each will cover approximately 1/3 of the course material.

Tests will be closed book and may consist of true/false, multiple choice, and short answer fill-in-the-blank questions. Content for test questions will be developed from class lectures/discussions and assigned readings.

Tests will not be returned after grading. Students who would like to review their graded test(s) can come to office hours or make an appointment and review the test(s) in the office.

If you have a disability that influences testing procedures, please provide me with an official letter from the Office of Disability Services at the start of the semester.

- During tests, the following rules apply:
- **All electronic devices must be shut down and put away for the duration of the test**, along with books, notes, etc
- Once the test begins, students will NOT be allowed to leave the room (except in an emergency) until the test is completed and turned in.
- Students may be requested to show a valid Rutgers photo ID to turn in the completed test.
- Make-up tests will only be considered with prior review and approval by the professor.

COURSE SCHEDULE

Welcome, Introductions, Introduction to Purchasing & Supply Chain Purchasing Process, Chapter 1 and 2	
SCM Integration, Purchasing & SC Mgmt, Chapter 4 and 5	

<p>Category Strategy, Supplier and Evaluation Selection, Chapter 6 and 7</p>	
<ul style="list-style-type: none"> • Test 1 – Chapters 1, 2, 4, 5, 6, 7 	
<ul style="list-style-type: none"> • Supplier Quality Mgmt., Supplier Development, Chapter 8 and 9 	<p>Research Project 1 - Issued</p>
<p>Strategic Cost Mgmt., Chapter 11 Negotiations and Conflict Management, Chapter 13</p>	
<p>Global Sourcing, Chapter 10</p>	<p>Research Project 1 - Due</p>
<ul style="list-style-type: none"> •Test #2 •Chapters 8, 9, 11, 13, 10 	
<ul style="list-style-type: none"> • NO CLASS 	
<p>Purchasing Tools and Techniques, Chapter 12</p>	<p>Research Project # 2 - Issued</p>

Purchasing Ethics, Chapter 15	
Purchasing Services, Chapter 17	Research Project # 2 - Due
Supply Chain and IT, Chapter 18	Research Project # 3 - Issued
Lean Supply Mgmt., Chapter 16	
Performance Mgmt., Chapter 19	Research Project #3 - Due
TEST #3 Chapters 12, 15, 17, 18, 16, 19	

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.]