

**Supply Chain Management**  
**Course Number: 29:799:305**  
**Course Title: Global Procurement & Source 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 Relationship with Others in the Program**

The proposed course focuses on the fundamental concepts of SCM and complements the core courses offered by other RBS departments by (1) showing how SCM, together with other disciplines, contributes to the mission of the firm; (2) introducing practical issues and challenges in managing the resource flows for products and services, and showing how cross-functional approaches can lead to effective business solutions; and (3) pinpointing the relationship between SCM and other business disciplines. For example, this course discusses techniques for reducing cash-to-cash cycle times and the cost of goods as they flow through the supply chain, the impact of supply chain practice on working capital, and the profitability growth due to better channel coordination. This course also covers the fundamentals of supply chain project management.

### **Classes will consist of:**

- Lecture, practical examples
- A group project & presentation.
- Three (3) Tests;
- Outside guest speakers may also be invited as appropriate.

### **Team Case Presentations**

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 business case. Teams will present their assigned case at the assigned class.

The process will work as follows:

The assigned team(s) will use the class as a sounding board and facilitate a discussion regarding their analysis and recommendations. The idea is for your team to vet your findings with the class. The write-up is an executive level power point presentation. The power point should:

- 1) Be focused on core issues.
- 2) Incorporate well-developed supported analysis.
- 3) Contain a limited amount of case fact restatement.
- 4) Clearly articulate recommendations and responses to posed questions.

The Grades for case presentations will be comprised of both content and delivery components.

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## COURSE MATERIALS

- **TEXTBOOK:**
- Purchasing and Supply Management 15th edition by Johnson and Flynn, ISBN: 978-0078024092
- <https://www.amazon.com/Purchasing-Management>
- 1. <https://www.chegg.com/textbooks/purchasing-and-supply-management-15th-edition>
- 2. **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.
  - Other course materials may also be provided to students through Canvas.
  - Check **Canvas** ([canvas.rutgers.edu](https://canvas.rutgers.edu)) and your **official Rutgers email account** regularly for updates and announcements.

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## LEARNING GOALS AND OBJECTIVES

This course is designed to help students develop skills and knowledge in the following area(s):

- **Knowledge.** Students will have broad understanding of basic business theory and practice and deep understanding of theory and practice in the field of global procurement and strategic sourcing.

- **Effective communication.** Students will be effective communicators.

Students who complete this course will demonstrate:

- a) Ability to construct clear, concise, and convincing written business communication.
- b) Ability to construct and deliver clear, concise, and convincing oral communication.

Students develop these skills and knowledge through the following course activities and assignments:

- **Lectures.** Class lectures may include a video introduction to the specific concepts being covered and follow a slide deck presentation of the material to transfer the knowledge to the students. Lectures make use of practical examples from business and industry
  - **Group Project/Presentation.** Students are assigned to a group project. Groups must work together as a team to research the topic, develop a presentation of the topic, and deliver the presentation to the entire class. Each student must individually participate in the research, development, and delivery of the presentation
  - **Tests.** The course includes three non-cumulative tests to formally assess students' knowledge and comprehension.
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## PREREQUISITES

The proposed course focuses on the fundamental concepts of SCM and complements the core courses offered by other RBS departments by:

1. Showing how SCM, together with other disciplines, contributes to the mission of the firm;
  2. Introducing practical issues and challenges in managing the resource flows for products and services, and showing how cross-functional approaches can lead to effective business solutions; and
  3. Pinpointing the relationship between SCM and other business disciplines.
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## 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](http://business.rutgers.edu/ai) for more details.

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## ATTENDANCE AND PREPARATION POLICY

- Students are expected to attend all classes.
- "Rutgers students are expected to attend all scheduled course meetings. University policy excuses absences due to religious observance or participation in Rutgers-approved activities and permits students to make up work missed for these circumstances.
- If you will be absent from a class, lab, or exam for any reason, please report your absence, so we may inform your instructors and advisors.

- Reporting your absence does not "excuse" you. It notifies your instructors, a courtesy that provides an opportunity for you to contact your instructor directly about missed work. In addition to reporting your absence here, we encourage you to contact your instructors directly."
- Expect me to attend all class sessions. If I am to be absent, 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 remain for the entirety of each class session. I expect the same of you.
- 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.

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## 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.
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## EXAM DATES AND POLICIES

There are three (3) tests in this course:

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

Tests will be and may consist of true/false, multiple choice, and short answer questions. Content for test questions will be developed from class lectures/discussions, 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. Please use the restroom prior to the test start.
  - Students may be required to present 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.
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## GRADING POLICY

Test #1	25%
Test #2	25%
Test #3	25%
Group Project	25%

## GRADING SCALE

90.00% - 100%	=	A
87.00% - 89.99%	=	B+
80.00% - 86.99%	=	B
77.00% - 79.99%	=	C+
70.00% - 76.99%	=	C
60.00% - 69.99%	=	D
59.99% and below	=	F

**Note: Grades will not be rounded up at the end of the semester.**

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.
  - I do not grade “on a curve.” However, for tests, I will look at the questions that were missed by the class. If a question was missed by a significant number of students, 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.
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## COURSE SCHEDULE

### Global Procurement and Source Strategy – () Course Schedule

	<ul style="list-style-type: none"> <li>• <b>Welcome, Syllabus &amp; Expectations</b></li> </ul>
<ul style="list-style-type: none"> <li>• <b>NO CLASS</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Chapter 1 Lecture</b></li> </ul>
<ul style="list-style-type: none"> <li>• <b>Chapter 2 Lecture</b></li> </ul>	<p style="text-align: center;"><b>NO CLASS</b></p>
<ul style="list-style-type: none"> <li>• <b>Chapter 3 Lecture</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Chapter 4 Lecture</b></li> </ul>
<ul style="list-style-type: none"> <li>• <b>Team 1</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Team 2</b></li> </ul>

• <b>Chapter 5 Lecture</b>	• <b>Team 3</b>
• <b>Exam # 1 – Chapters 1-5</b>	• <b>Chapter 6 Lecture</b>
• <b><u>Team 4</u></b>	▪ <b><u>Chapter 7 Lecture</u></b>
• <b><u>Chapter 8 Lecture</u></b>	• <b><u>Chapter 9 Lecture</u></b>
• <b><u>Chapter 10 Lecture</u></b>	▪ <b><u>Team 5</u></b>
▪ <b><u>Exam # 2 – Chapters 6-10</u></b>	▪ <b><u>Chapter 11 Lecture</u></b>
• <b><u>Team 6</u></b>	• <b><u>Team 7</u></b>
• <b><u>Chapter 12 Lecture</u></b>	• <b><u>NO CLASS</u></b>
• <b><u>Team 8</u></b>	• <b><u>Chapter 13 Lecture</u></b>
• <b><u>Chapter 14 Lecture</u></b>	• <b><u>Chapter 15 Lecture</u></b>
• <b><u>Test 3 – Chapter 11-15</u></b>	
• <b><u>TBD</u></b>	

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## 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](http://ods.rutgers.edu).

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

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

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

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

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