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


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).

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**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.

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**COURSE SCHEDULE**

<table>
<thead>
<tr>
<th>Session</th>
<th>Lecture Focus</th>
<th>Assignments</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Syllabus &amp; Expectations Procurement Basics</td>
<td>1 Minute Video Assigned</td>
</tr>
<tr>
<td>2</td>
<td>Supply Management Strategy</td>
<td>Read Chapter 1 and 2 Video Due</td>
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<tr>
<td>3</td>
<td>Organization, Process and Technology (Pre-recorded)</td>
<td>Read Chapters 3 and 4 Meet with Groups</td>
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<tr>
<td>4</td>
<td>Make/Buy, In/Outsource Specifications</td>
<td>Read Chapters 5 and 6 Core vs. Non-Core Discussion Assigned</td>
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<tr>
<td>5</td>
<td>Quality Third Party Risk</td>
<td>Read Chapters 7 Core vs. Non-Core Due. Nuts &amp; Bolts Assigned</td>
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<td>Quantity and Inventory Delivery</td>
<td>Read Chapter 8 and 9 Nuts &amp; Bolds Due. Cat Mgmt Plot Assigned</td>
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<td>6</td>
<td>Category Mgmt/Sourcing Case Ex.</td>
<td>Instructor Material</td>
</tr>
<tr>
<td>7</td>
<td>Read Chapter 11</td>
<td>Cat Mgmt Plot Due. Make vs. Buy Assigned</td>
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<tr>
<td>8</td>
<td>EXAM 1</td>
<td>Study Chapters 1-7</td>
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<tr>
<td>9</td>
<td>Price and Cost Mgmt Simulation</td>
<td>Read Chapters 10&amp;11</td>
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<tr>
<td>10</td>
<td>Supplier Selection and Evaluation</td>
<td>Make vs. Buy Due. Bulb/O-Ring Assigned</td>
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<tr>
<td>11</td>
<td>Global Supply Mgmt and Ethics</td>
<td>Read Chapters 14 &amp; 15 TCO Discussion Due. Child Labor Assigned</td>
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<tr>
<td>12</td>
<td>Category Strategy &amp; Tools Project Presentation</td>
<td>Instructor Material Child Labor Discussion Due</td>
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<tr>
<td>13</td>
<td>Project Presentation</td>
<td>Complete SIRS Evaluation</td>
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<tr>
<td>15</td>
<td>Project Presentation Exam Review</td>
<td>Reflections on Video Predictions</td>
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<tr>
<td>TBD</td>
<td>EXAM 2</td>
<td>Study Chapters 8-15</td>
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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


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

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/.

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

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

[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]

[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]

[Rutgers University-Newark Counseling Center: http://counseling.newark.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/](http://health.newark.rutgers.edu/)]

[Rutgers Health Services – New Brunswick: [http://health.rutgers.edu/](http://health.rutgers.edu/)]

If you are in need of **legal** services, please use our readily available services: [http://rusls.rutgers.edu/](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](http://www.ncas.rutgers.edu/rlc)]

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

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