



COURSE OUTLINE: SCM102 - ANALY. OF SUPPLY MKT

Prepared: Helen Lindfors

Approved: Sherri Smith, Chair, Natural Environment, Business, Design and Culinary

Course Code: Title	SCM102: ANALYSIS OF SUPPLY MARKET & SUPPLIERS	
Program Number: Name	2180: SUPPLY CHAIN MANAGEM	
Department:	BUSINESS/ACCOUNTING PROGRAMS	
Semesters/Terms:	19W, 19S, 19F	
Course Description:	The course focuses on an analysis of supply market conditions, and will cover topics that support sourcing strategy development, contract negotiations and cost management initiatives.	
Total Credits:	3	
Hours/Week:	3	
Total Hours:	45	
Prerequisites:	There are no pre-requisites for this course.	
Corequisites:	There are no co-requisites for this course.	
Vocational Learning Outcomes (VLO's) addressed in this course:	2180 - SUPPLY CHAIN MANAGEM	
Please refer to program web page for a complete listing of program outcomes where applicable.	VLO 2	Determine the value added and financial implications of supply chain decisions and design on overall business profitability, efficiency and stakeholder satisfaction.
	VLO 5	Contribute to the acquisition and sale of goods, services and materials in accordance with best practices and public and private sector stakeholder expectations across a variety of industries.
Essential Employability Skills (EES) addressed in this course:	EES 4	Apply a systematic approach to solve problems.
Course Evaluation:	Passing Grade: 50%, D	
Other Course Evaluation & Assessment Requirements:	<p>Learning Activities: Lectures, required readings, seminars, case studies, papers, class discussion and problem-solving, podcasts, videos, content expert presentations</p> <p>Assignments: All assignments are due on the applicable date at the beginning of class. Assignments are to be submitted via the Learning Management System (LMS).</p> <p>Late Assignments: Late assignments will not be accepted. There are no make-up (additional) assignments and submission deadlines are adhered to in this course. If you have extenuating circumstances, please advise the Professor.</p> <p>Missed Tests / Exams: There are no make-up (additional) opportunities for exams or missed tests / quizzes. If you have extenuating circumstances, please advise the Professor.</p>	
Books and Required Resources:	Purchasing and Supply Chain Management by Arjan J. Van Weele Publisher: Cengage Publishing Edition: 2018	
Course Outcomes and	Course Outcome 1	Learning Objectives for Course Outcome 1



SAULT COLLEGE | 443 NORTHERN AVENUE | SAULT STE. MARIE, ON P6B 4J3, CANADA | 705-759-2554

Learning Objectives:

To understand the purchasing process	1.1 Understand the objectives of a world class purchasing function. 1.2 Explain the purchasing cycle. 1.3 Understand the documents used to manage the purchasing process. 1.4 Describe the purchasing process model.
Course Outcome 2	Learning Objectives for Course Outcome 2
Discuss how an effective purchasing function fits into an organization's strategy, design, and how it effectively spans boundaries.	2.1 Understand how supply management can work with internal and external partners to develop a quality procurement process and supplier network. 2.2 Recognize the important relationship between organizational structure and supply management effectiveness. 2.3 Know the major policy areas in purchasing. 2.4 Be able to discuss types of supply management strategies.
Course Outcome 3	Learning Objectives for Course Outcome 3
Ability to evaluate and select suppliers	3.1 Understand the principles of purchasing portfolio analysis and be able to describe four basic supplier strategies. 3.2 Understand the importance of assessing and implementing supplier quality assurance programs, and describe three diagnostic methods. 3.3 Be able to discuss the importance of supplier management and development, some of the appropriate tools, and managing for sustainability. 3.4 Recognize the various forms of supply base risk and understand how to manage and/or mitigate them effectively.
Course Outcome 4	Learning Objectives for Course Outcome 4
Be able to calculate and control costs, and to effectively negotiate terms of purchase	4.1 Understand approaches to price management, and control/reduce supplier costs of production and delivery. 4.2 Identify collaborative approaches to cost management. 4.3 Measure and evaluate purchasing performance. 4.4 Be able to create a plan for negotiation, and understand the sources of power in negotiations, tactics used, and concessions as strategies. 4.5 Understand the differences between international purchasing and global sourcing, and the concepts of offshoring, re-shoring and nearshoring.

Evaluation Process and Grading System:

Evaluation Type	Evaluation Weight	Course Outcome Assessed
Assignment	20%	1.4
Exams (mid-term & final)	50%	1.0 - 4.5
In-class open book quizzes	30%	1.0 - 4.5

Date:

April 4, 2019

Please refer to the course outline addendum on the Learning Management System for further information.

