



## COURSE OUTLINE: SCM102 - ANALY. OF SUPPLY MKT

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Approved: Bob Chapman - Dean

<b>Course Code: Title</b>	SCM102: ANALYSIS OF SUPPLY MARKET & SUPPLIERS
<b>Program Number: Name</b>	2180: SUPPLY CHAIN MANAGEM
<b>Department:</b>	BUSINESS/ACCOUNTING PROGRAMS
<b>Academic Year:</b>	2025-2026
<b>Course Description:</b>	This course focuses on an analysis of supply market conditions, and will cover topics that support sourcing strategy development, contract negotiations and cost management initiatives.
<b>Total Credits:</b>	3
<b>Hours/Week:</b>	3
<b>Total Hours:</b>	42
<b>Prerequisites:</b>	There are no pre-requisites for this course.
<b>Corequisites:</b>	There are no co-requisites for this course.
<b>Vocational Learning Outcomes (VLO's) addressed in this course:</b>	<b>2180 - SUPPLY CHAIN MANAGEM</b>
<b>Please refer to program web page for a complete listing of program outcomes where applicable.</b>	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.
<b>Essential Employability Skills (EES) addressed in this course:</b>	EES 4 Apply a systematic approach to solve problems.
	EES 5 Use a variety of thinking skills to anticipate and solve problems.
	EES 7 Analyze, evaluate, and apply relevant information from a variety of sources.
<b>Course Evaluation:</b>	Passing Grade: 50%, D
	A minimum program GPA of 2.0 or higher where program specific standards exist is required for graduation.
<b>Other Course Evaluation &amp; Assessment Requirements:</b>	Learning Activities: Lectures, required readings, seminars, case studies, papers, class discussion and problem-solving, podcasts, videos, content expert presentations
	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).
	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.
	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.



**Books and Required Resources:**

Purchasing and Supply Chain Management by Arjan J. Van Weele  
 Publisher: International Thomson Business Press Edition: 7th

**Course Outcomes and Learning Objectives:**

<b>Course Outcome 1</b>	<b>Learning Objectives for Course Outcome 1</b>
Examine the purchasing process.	1.1 Analyze the objectives of a world class purchasing function. 1.2 Explain the purchasing cycle. 1.3 Determine the documents used to manage the purchasing process. 1.4 Describe the purchasing process model.
<b>Course Outcome 2</b>	<b>Learning Objectives for Course Outcome 2</b>
Determine how an effective purchasing function fits into an organization`s strategy, design, and how it effectively spans boundaries.	2.1 Articulate 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 Assess the major policy areas in purchasing. 2.4 Detect the different types of supply management strategies.
<b>Course Outcome 3</b>	<b>Learning Objectives for Course Outcome 3</b>
Develop an ability to evaluate and select suppliers.	3.1 Examine the principles of purchasing portfolio analysis and be able to describe four basic supplier strategies. 3.2 Argue the importance of assessing and implementing supplier quality assurance programs, and describe three diagnostic methods. 3.3 Reflect on 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.
<b>Course Outcome 4</b>	<b>Learning Objectives for Course Outcome 4</b>
Calculate and control costs, and to effectively negotiate terms of purchase.	4.1 Categorize 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 Create a plan for negotiation, and understand the sources of power in negotiations, tactics used, and concessions as strategies. 4.5 Explore the differences between international purchasing and global sourcing, and the concepts of offshoring, re-shoring and nearshoring.

**Evaluation Process and Grading System:**

<b>Evaluation Type</b>	<b>Evaluation Weight</b>
Assignment	20%
Exams (mid-term & final)	30%
Participation	10%
Quizzes	40%



**Date:**

August 19, 2025

**Addendum:**

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

