



## COURSE OUTLINE: GBM303 - PRINCIPLES OF BUYING

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

<b>Course Code: Title</b>	GBM303: PRINCIPLES OF BUYING
<b>Program Number: Name</b>	2106: GLOBAL BUSINESS MGMT
<b>Department:</b>	BUSINESS/ACCOUNTING PROGRAMS
<b>Semesters/Terms:</b>	20F, 21S
<b>Course Description:</b>	This course provides a critical view into the purchasing elements of world of Supply Chain Management. Topical focus will relate to supply organizations, quality, supplier relations, sourcing, price and cost management and the role of transportation. The scope of this course will include the private and public business sectors.
<b>Total Credits:</b>	3
<b>Hours/Week:</b>	3
<b>Total Hours:</b>	45
<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>2106 - GLOBAL BUSINESS MGMT</b>
<b>Please refer to program web page for a complete listing of program outcomes where applicable.</b>	VLO 1 Collect, process and interpret data used to support international business
	VLO 3 Conduct business with diverse populations using culturally appropriate methods in compliance with relevant laws and regulations
	VLO 9 Apply quality control and assurance programs to sourcing and supplying
	VLO 10 Apply the principles of business ethics and international corporate responsibility
	VLO 14 Apply entrepreneurial strategies to maximize the effectiveness of international business initiatives
<b>Essential Employability Skills (EES) addressed in this course:</b>	EES 1 Communicate clearly, concisely and correctly in the written, spoken, and visual form that fulfills the purpose and meets the needs of the audience.
	EES 2 Respond to written, spoken, or visual messages in a manner that ensures effective communication.
	EES 3 Execute mathematical operations accurately.
	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>Books and Required Resources:</b>	Procurement Principles and Management by Peter Baily, Prof David Jessop, Prof David Farmer, David Jones Publisher: FT Prentice Hall Edition: 10th edition

In response to public health requirements pertaining to the COVID19 pandemic, course delivery and assessment traditionally delivered in-class, may occur remotely either in whole or in part in the 2020-2021 academic year.



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ISBN: 9780273713791  
 ISBN-10: 0-273-71379-5 / 0273713795 ISBN-13: 978-0-273-71379-1 / 9780273713791  
 Procurement Principles and Management by Peter Baily, Prof David Jessop, Prof David Farmer, David Jones  
 Publisher: FT Prentice Hall Edition: 11th Edition  
 ISBN: 1292016019  
 ISBN-13: 978-1292016016 ISBN-10: 1292016019

**Course Outcomes and Learning Objectives:**

<b>Course Outcome 1</b>	<b>Learning Objectives for Course Outcome 1</b>
1.0 Understand Procurement objectives, strategic procurement and Supply chain management	1.1 Acquiring Knowledge of the scope of Purchasing 1.2 Managing the evolving roles of purchasing, supply and implementing proactive purchasing 1.3 Maintaining procurement positioning/targeting and supplier Selection 1.4 Analyzing total acquisition cost and cost of ownership 1.5 Studying non-manufacturing organizations 1.6 Comprehending the supply chain concept and purchasing development 1.7 Examining best practice in strategic supply management and development 1.8 Explaining strategic procurement, the concept of strategy and the mission statement 1.9 Identifying levels of strategy, category, strategic management, analysis and development
<b>Course Outcome 2</b>	<b>Learning Objectives for Course Outcome 2</b>
2.0 Maneuvering public sector procurement and key procurement issues	2.1 Investigating the context of public sector procurement 2.2 Case study analysis of UK national Health service 2.3 Study and analysis of the EU and procurement 2.4 Managing outsourcing and outsourcing methodologies 2.5 Identifying and avoiding outsourcing pitfalls
<b>Course Outcome 3</b>	<b>Learning Objectives for Course Outcome 3</b>
3.0 Practicing Quality management, inventory management and applying key methods: Materials requirements planning (MRP), Manufacturing resource planning (MRP2), Distribution resource planning (DRP), Enterprise resource planning (ERP), Just-in-time (JIT)	3.1 Explaining quality, process, specification, standardizing, assessment, economics and cycles 3.2 Understand the seven wastes 3.3 Analysis of value and value engineering 3.4 Employing sigma six 3.5 Recognizing Provisioning system 3.6 Applying key terms and methods: MRP, MRP2, DRP, ERP, JIT 3.7 Practicing lean, agile supply and Vendor Managed inventory
<b>Course Outcome 4</b>	<b>Learning Objectives for Course Outcome 4</b>
4.0 Achieving lead time, time compression, sourcing strategies and relationships	4.1 Managing time and competitive advantage 4.2 Process expediting and managing liquidated damages 4.3 Identifying good supplier and types of sourcing 4.4 Learning the sourcing process, supplier evaluation and

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	using Carter's 10 Cs model 4.5 Building the right relationship and partnering 4.6 Deploying the Bensaou model of relationship management and Tiering of suppliers
<b>Course Outcome 5</b>	<b>Learning Objectives for Course Outcome 5</b>
5.0 Understanding price, cost of ownership and Negotiation	5.1 Decipher the factors affecting pricing decisions 5.2 Managing buyers's prices, Auctions and Discounts 5.3 Analyzing price and cost 5.4 Learning how to price major contracts 5.5 Developing investment appraisal, Learning curves and experience curves 5.6 Understanding negotiations, strategies and negotiation best practice.

**Evaluation Process and Grading System:**

<b>Evaluation Type</b>	<b>Evaluation Weight</b>
Assignments - Quizzes	40%
Final Exam	30%
Mid-term Exam	20%
Participation	10%

**Date:**

June 17, 2020

**Addendum:**

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

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