



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

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

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| <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>Semesters/Terms:</b>   | 20W, 20S, 19F   |  |
| <b>Course Description:</b>  | 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.   |  |
| <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>2180 - SUPPLY CHAIN MANAGEM</b>  |  |
| 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. |
| <b>Essential Employability Skills (EES) addressed in this course:</b>                         | EES 4   | Apply a systematic approach to solve problems.   |
| <b>Course Evaluation:</b>   | Passing Grade: 50%, D   |  |
| <b>Other Course Evaluation &amp; Assessment Requirements:</b>                                 | <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> |  |
| <b>Books and Required Resources:</b>  | Purchasing and Supply Chain Management by Arjan J. Van Weele<br>Publisher: International Thomson Business Press Edition: 7th  |  |
| <b>Course Outcomes and</b>  | <b>Course Outcome 1</b>   | <b>Learning Objectives for Course Outcome 1</b>  |



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**Learning Objectives:**

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|---|--|
| To understand the purchasing process  | 1.1 Understand the objectives of a world class purchasing function.<br>1.2 Explain the purchasing cycle.<br>1.3 Understand the documents used to manage the purchasing process.<br>1.4 Describe the purchasing process model.  |
| <b>Course Outcome 2</b>   | <b>Learning Objectives for Course Outcome 2</b>  |
| 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.<br>2.2 Recognize the important relationship between organizational structure and supply management effectiveness.<br>2.3 Know the major policy areas in purchasing.<br>2.4 Be able to discuss types of supply management strategies.  |
| <b>Course Outcome 3</b>   | <b>Learning Objectives for Course Outcome 3</b>  |
| Ability to evaluate and select suppliers  | 3.1 Understand the principles of purchasing portfolio analysis and be able to describe four basic supplier strategies.<br>3.2 Understand the importance of assessing and implementing supplier quality assurance programs, and describe three diagnostic methods.<br>3.3 Be able to discuss the importance of supplier management and development, some of the appropriate tools, and managing for sustainability.<br>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>  |
| 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.<br>4.2 Identify collaborative approaches to cost management.<br>4.3 Measure and evaluate purchasing performance.<br>4.4 Be able to create a plan for negotiation, and understand the sources of power in negotiations, tactics used, and concessions as strategies.<br>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:**

| <b>Evaluation Type</b>     | <b>Evaluation Weight</b> |
|----------------------------|--------------------------|
| Assignment                 | 20%                      |
| Exams (mid-term & final)   | 50%                      |
| In-class open book quizzes | 30%                      |

**Date:**

June 24, 2019

**Addendum:**

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

