

【现代采购管理与运作实务（双语）】

【Modern Purchasing Management and Practice (Bilingual Course)】

Syllabus

1. Basic Information

Course Code: 【2060158】

Course Credits: 【3】

Major: 【Logistics Management】

Characteristic of The Course: 【Major Required Course◎】

School: Business School Logistics Department

Teaching Materials and Textbooks:

Textbook 【Purchasing and Supply Management, Fifth Edition, P. Fraser Johnson, Anna E. Flynn, Tsinghua University Press】

Bibliography 【Supply Chain Management, Fourth Edition, Ma Shihua, Lin Yong, China Machine Press, 2015

Sourcing and Supply Chain Management, Fourth Edition, Robert B,Handfield, Qinhua University Press, 2015

Sourcing and Supply Chain Management, Fifth Edition, Robert B,Handfield, Translator: Xiaodong Wang, Publishing House of Electronics Industry (PHEI), 2015】

Preface Course: 【Logistics 2060422(3)】

2. Course Description

"Modern Purchase Management and Practice" is an undergraduate course that provides students with an in-depth understanding of procurement principles, practices, and strategies in today's business environment. The course content covers a wide range of procurement topics, including supplier relationship management, e-procurement, risk management, and global crisis management.

The course is taught through various teaching and learning methods, including lectures, case studies, group discussions, and guest speakers, to provide students with a comprehensive understanding of the procurement function. The course also incorporates experiential learning activities like site visits and supplier trade shows to provide practical experience in procurement functions and processes.

Assessment methods in the course measure students' understanding and ability to apply procurement concepts and principles in real-world procurement scenarios. Students will be evaluated through written assignments, group presentations, exams, and class participation.

Upon completion of the course, students will have the knowledge and skills necessary to effectively manage procurement functions and processes in various industries and organizational settings. They will be prepared for a range of roles in procurement, purchasing, and supply chain management.

Overall, "Modern Purchase Management and Practice" is an excellent undergraduate course for anyone interested in pursuing a career in procurement and supply chain management, providing a strong foundation in procurement principles, practices, and strategies that are relevant in today's business environment.

3. Suggestion for Choice of the Course

If you are interested in pursuing a career in procurement and supply chain management, "Modern Purchase Management and Practice" is an excellent choice for an undergraduate course. Here are a few reasons why:

- **Relevance:** The course content covers a wide range of procurement principles, practices, and strategies that are highly relevant in today's business environment. The course will equip you with the knowledge and skills necessary to effectively manage procurement functions and processes in various industries and organizational settings.
- **Career Opportunities:** A procurement and supply chain management career is a growing and in-demand field with many job opportunities. Completing this course will prepare you for a range of roles in procurement, purchasing, and supply chain management.
- **Practical Skills:** The course incorporates a variety of teaching and learning methods, including case studies, and group discussions, which provide opportunities for you to develop practical skills such as problem-solving, decision-making, and communication.
- **Assessment Methods:** The course incorporates a variety of assessment methods, such as written assignments, group presentations, and exams, which will measure your understanding and ability to apply procurement concepts and principles in real-world procurement scenarios.
- **Faculty Expertise:** The course is taught by experienced and knowledgeable faculty members who deeply understand procurement principles and practices. They will provide guidance and support as you develop your knowledge and skills in procurement and supply chain management.

Overall, if you are interested in pursuing a career in procurement and supply chain management, "Modern Purchase Management and Practice" is an excellent choice for an undergraduate course that will equip you with the knowledge, skills, and practical experience necessary to succeed in this growing field. This course is suitable for students in the logistics department's seventh to seventh semester.

4、 The Correlation of Curriculum and Graduation Requirements

Graduation Requirements	Relation
LO11: Understand the viewpoints and needs of others, can clearly express their own work ideas and working methods, and can communicate written, oral, and artwork on logistics management on different occasions.	
LO21: Collect, analysis, discuss and practice data of logistics management, complete the autonomous learning and application of knowledge according to job needs and social needs.	●
LO31 : Logistics transportation organization and coordination and management ability.	
LO32 : Operation and management ability of logistics warehouse and distribution	
LO33: Ability of Logistics operation	
LO34: The ability of systematic planning and design of logistics	
LO35: Logistics optimization technology and quantitative analysis ability	
LO36: Basic economic management concept and operation management and decision-making ability of management practice	●
LO41: obey the discipline, keep the faith and keep the responsibility; adapt to the change of the environment, have the ability to resist setbacks and	

stress. ("Responsibility" is one of the contents of our school motto)	
LO51: maintain good cooperation with the group and become an active member in the group; be good at bringing forth new ideas from innovative thinking and using knowledge and practice.	
LO61: has certain information literacy, good at collecting information, and can use information technology to solve problems in the work.	
LO71: willing to serve others, serve enterprises, serve the society, be enthusiastic, loving and grateful, (gratitude, reward and love) is one of our school motto.	
LO81: it has the basic ability to express communication and cross -cultural understanding in foreign languages, and has the awareness of international competition and cooperation.	●

5. Course Objectives / Course Expected Learning Outcomes

No.	Course Expected Learning Outcomes	Course Objectives (Detailed Expected Learning Outcomes)	Teaching and Learning Methods	Assessment Methods
1	LO212	Students will be able to collect relevant information through professional websites and books under the guidance of teachers, and write conversations and written emails in professional English vocabulary to achieve the learning objectives of spoken and written expression.	Lectures/Case studies/group discussion/Online learning	Group Presentations/ Exams/ Class Participation/ Procurement Plan Development/ Written Assignments
2	LO361	Students can consult professional websites at home and abroad under the guidance of teachers to understand the cutting-edge knowledge and technology of the industry.	Lectures/Case studies/group discussion/Online learning	Group Presentations/ Exams/ Class Participation/ Procurement Plan Development/ Written Assignments
3	L0811	Students can pay attention to domestic and foreign materials related to logistics, focusing on national development policies, such as the Internet +, the Belt and Road, etc., writing the	Lectures/Case studies/group discussion/Online learning	Group Presentations/ Exams/ Class Participation/ Procurement Plan

		relevant comments in English.		Development/ Written Assignments
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6. Course Content

Chapter 1 Introduction to Purchasing and Supply Chain Management Theory hour: 3

Content of courses:

Session 1: Introduction to Purchasing Management

Session 2: Purchasing Objectives and Functions

Session 3: Purchasing Process

Knowledge requirements:

- ① Basic understanding of business functions and processes
- ② Familiarity with organizational structures and operations
- ③ Understanding of basic procurement terminology
- ④ Basic knowledge of supply chain management

Ability requirements:

- ① Ability to analyze and evaluate procurement functions and processes
- ② Ability to apply procurement principles to real-world scenarios
- ③ Ability to identify and assess the impact of procurement on organizational performance
- ④ Ability to communicate effectively with stakeholders

Teaching difficulties

- ① Introducing new terminology and concepts
- ② Ensuring students understand the interplay between purchasing and other business functions
- ③ Keeping students engaged and interested in a potentially dry topic
- ④ Balancing theoretical concepts with practical applications

Chapter 2 Procurement Strategy and Planning Theory hour: 3

Content of courses:

Session 1: Procurement Strategy and Planning

Session 2: Category Management

Session 3: Forecasting and Inventory Management

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with market analysis and competitive positioning
- ③ Understanding of cost and financial analysis
- ④ Basic knowledge of supplier selection and evaluation

Ability requirements:

- ① Ability to assess the internal and external factors that impact procurement strategy
- ② Ability to apply procurement strategies to real-world scenarios
- ③ Ability to analyze and evaluate procurement plans
- ④ Ability to communicate effectively with stakeholders

Teaching difficulties

- ① Ensuring students understand the importance of procurement strategy and planning for organizational performance
- ② Keeping students engaged and interested in the potentially dry topic
- ③ Balancing theoretical concepts with practical applications
- ④ Helping students develop the analytical skills necessary for effective procurement planning and decision making

Chapter 3 Supplier Selection and Evaluation Theory hour: 3**Content of courses:**

- Session 1: Supplier Selection and Evaluation
Session 2: Sourcing and Supplier Relationships
Session 3: Supplier Performance Metrics

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with supplier management and relationship building
- ③ Understanding of procurement performance metrics and benchmarking
- ④ Basic knowledge of sourcing and negotiation strategies

Ability requirements:

- ① Ability to identify and evaluate potential suppliers
- ② Ability to apply supplier selection and evaluation criteria to real-world scenarios
- ③ Ability to develop and maintain effective supplier relationships
- ④ Ability to communicate effectively with suppliers and other stakeholders

Teaching difficulties

- ① Ensuring students understand the importance of effective supplier selection and evaluation to organizational performance
- ② Helping students develop the analytical skills necessary for effective supplier selection and evaluation
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to negotiate and communicate effectively with suppliers

Chapter 4 Contract Management and Negotiation Theory hour: 3**Content of courses:**

- Session 1: Contract Management
Session 2: Contract Types and Clauses
Session 3: Negotiation Strategies and Tactics

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with legal and contractual terms and conditions
- ③ Understanding of procurement performance metrics and benchmarking

- ④ Basic knowledge of negotiation strategies

Ability requirements:

- ① Ability to develop and negotiate effective contracts
- ② Ability to apply contract management principles to real-world scenarios
- ③ Ability to evaluate and manage supplier performance
- ④ Ability to communicate effectively with suppliers and other stakeholders

Teaching difficulties

- ① Ensuring students understand the importance of effective contract management and negotiation to organizational performance
- ② Helping students understand legal and contractual terms and conditions
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to negotiate and communicate effectively with suppliers, while maintaining professional relationships

Chapter 5 Purchasing Ethics and Social Responsibility Theory hour: 3

Content of courses:

Session 1: Purchasing Ethics

Session 2: Social Responsibility

Session 3: Sustainability and Green Purchasing

Knowledge requirements:

- ① Basic understanding of business ethics and corporate social responsibility
- ② Familiarity with ethical issues in procurement and supply chain management
- ③ Understanding of sustainability and environmental responsibility
- ④ Basic knowledge of social responsibility in procurement

Ability requirements:

- ① Ability to analyze ethical issues in procurement and supply chain management
- ② Ability to apply ethical principles to real-world procurement scenarios
- ③ Ability to identify and evaluate sustainable and socially responsible procurement practices
- ④ Ability to communicate effectively with suppliers and other stakeholders about ethical and social responsibility issues

Teaching difficulties:

- ① Helping students understand the importance of ethical and social responsibility in procurement and supply chain management
- ② Ensuring students understand the legal and ethical implications of procurement decisions
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to navigate complex ethical and social responsibility issues in procurement and supply chain management

Chapter 6 Global Sourcing and International Purchasing Theory hour: 3

Content of courses:

Session 1: Global Sourcing and International Purchasing

Session 2: Global Sourcing Strategy and Risks

Session 3: Cultural Differences and Negotiations

Knowledge requirements:

- ① Basic understanding of the global business environment

- ② Familiarity with international trade regulations and agreements
- ③ Understanding of cultural and political factors that impact global sourcing
- ④ Basic knowledge of import/export procedures and documentation

Ability requirements:

- ① Ability to assess risks and opportunities associated with global sourcing
- ② Ability to develop and implement effective global sourcing strategies
- ③ Ability to communicate effectively with suppliers and other stakeholders in a global context
- ④ Ability to navigate complex international trade regulations and agreements

Teaching difficulties:

- ① Helping students understand the complexities of global sourcing and international purchasing
- ② Ensuring students understand the cultural and political factors that impact global sourcing decisions
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to navigate the legal and regulatory issues associated with global sourcing and international purchasing

Chapter 7 E-Procurement and Technology in Purchasing Theory hour: 3

Content of courses:

Session 1: E-Procurement

Session 2: Technology in Purchasing

Session 3: Electronic Data Interchange (EDI)

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with electronic procurement systems and processes
- ③ Understanding of e-sourcing, e-auctions, and online bidding
- ④ Basic knowledge of procurement automation technologies

Ability requirements:

- ① Ability to identify and evaluate e-procurement systems
- ② Ability to develop and implement e-procurement strategies
- ③ Ability to communicate effectively with suppliers and other stakeholders through e-procurement systems
- ④ Ability to navigate and troubleshoot e-procurement technologies

Teaching difficulties:

- ① Helping students understand the complexities of e-procurement and the role of technology in procurement functions and processes
- ② Ensuring students understand the advantages and limitations of e-procurement systems
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively implement and utilize e-procurement technologies in real-world procurement scenarios

Chapter 8 Purchasing Analytics and Performance Measurement Theory hour: 3

Content of courses:

Session 1: Purchasing Analytics

Session 2: Key Performance Indicators (KPIs)

Session 3: Metrics and Benchmarking

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with data analysis and performance measurement techniques
- ③ Understanding of key performance indicators (KPIs) and metrics
- ④ Basic knowledge of benchmarking and continuous improvement

Ability requirements:

- ① Ability to develop and implement procurement performance metrics and KPIs
- ② Ability to analyze procurement data and develop actionable insights
- ③ Ability to communicate effectively with stakeholders about procurement performance
- ④ Ability to develop and implement continuous improvement plans

Teaching difficulties:

- ① Helping students understand the importance of data analytics and performance measurement in procurement functions and processes
- ② Ensuring students understand the advantages and limitations of different performance measurement techniques
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively utilize procurement data to drive continuous improvement and organizational performance

Chapter 9 Supplier Relationship Management Theory hour: 3

Content of courses:

- Session 1: Supplier Relationship Management
- Session 2: Supplier Collaboration and Development
- Session 3: Supplier Diversity

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with supplier management and relationship building
- ③ Understanding of the role of collaboration in supplier relationship management
- ④ Basic knowledge of supplier diversity

Ability requirements:

- ① Ability to assess and manage supplier relationships
- ② Ability to develop effective supplier collaboration plans
- ③ Ability to evaluate and improve supplier performance
- ④ Ability to communicate effectively with suppliers and other stakeholders

Teaching difficulties:

- ① Helping students understand the importance of effective supplier relationship management to organizational performance
- ② Ensuring students understand the key components of effective supplier relationship management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively collaborate with suppliers and develop mutually beneficial relationships

Chapter 10 Risk Management and Mitigation Theory hour: 3

Content of courses:

- Session 1: Risk Management and Mitigation
- Session 2: Risk Identification and Assessment
- Session 3: Risk Mitigation Strategies

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with risk management principles and practices
- ③ Understanding of risk identification and assessment techniques
- ④ Basic knowledge of risk mitigation strategies

Ability requirements:

Ability to identify and evaluate procurement risks

- ① Ability to develop and implement procurement risk management plans
- ② Ability to communicate effectively with stakeholders about procurement risks and mitigation strategies
- ③ Ability to develop and implement effective risk mitigation strategies

Teaching difficulties:

- ① Helping students understand the importance of effective risk management to procurement functions and processes
- ② Ensuring students understand the key components of effective procurement risk management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively identify, assess, and mitigate procurement risks in real-world scenarios

Chapter 11 Legal Aspects of Purchasing**Theory hour: 3****Content of courses:**

Session 1: Legal Aspects of Purchasing

Session 2: Contract Law and Uniform Commercial Code (UCC)

Session 3: Intellectual Property Rights and Ethics

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with contract law and regulations
- ③ Understanding of Uniform Commercial Code (UCC)
- ④ Basic knowledge of intellectual property rights and ethics in procurement

Ability requirements:

- ① Ability to identify and understand legal and regulatory issues in procurement
- ② Ability to develop and negotiate effective procurement contracts
- ③ Ability to communicate effectively with legal and regulatory stakeholders
- ④ Ability to navigate and comply with legal and regulatory requirements

Teaching difficulties:

- ① Helping students understand the importance of legal and regulatory compliance in procurement functions and processes
- ② Ensuring students understand the legal and regulatory frameworks that apply to procurement
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively navigate and comply with legal and regulatory requirements in real-world procurement scenarios

Chapter 12 Procurement in Services and Public Sector**Theory hour: 3****Content of courses:**

Session 1: Procurement in Services

Session 2: Public Sector Procurement

Session 3: Government Contracting and Regulations

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with procurement in services industries
- ③ Understanding of public sector procurement regulations and requirements
- ④ Basic knowledge of government contracting and procurement processes

Ability requirements:

- ① Ability to assess and evaluate procurement needs in services industries
- ② Ability to develop and implement effective procurement strategies in services industries
- ③ Ability to navigate and comply with public sector procurement regulations and requirements
- ④ Ability to communicate effectively with stakeholders in services and public sector procurement

Teaching difficulties:

- ① Helping students understand the unique challenges and opportunities associated with procurement in services and public sector industries
- ② Ensuring students understand the legal and regulatory frameworks that apply to public sector procurement
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively navigate and comply with legal and regulatory requirements in services and public sector procurement

Chapter 13 Purchasing in Lean Supply Chain

Theory hour: 3

Content of courses:

Session 1: Lean Supply Chain

Session 2: Lean Purchasing

Session 3: Lean Metrics and Continuous Improvement

Knowledge requirements:

- ① Basic understanding of supply chain management principles and practices
- ② Familiarity with lean management principles and practices
- ③ Understanding of value stream mapping and waste reduction techniques
- ④ Basic knowledge of lean supply chain management

Ability requirements:

- ① Ability to assess and evaluate procurement functions in a lean supply chain
- ② Ability to develop and implement effective procurement strategies in a lean supply chain
- ③ Ability to identify and reduce waste in procurement functions
- ④ Ability to communicate effectively with stakeholders in a lean supply chain

Teaching difficulties:

- ① Helping students understand the importance of lean principles and practices in procurement functions
- ② Ensuring students understand the key components of lean supply chain management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively identify and reduce waste in procurement functions in a real-world lean supply chain context

Chapter 14 Purchasing in Just-in-Time (JIT) Environment Theory hour: 3

Content of courses:

Session 1: Just-in-Time (JIT)

Session 2: JIT Purchasing

Session 3: JIT Metrics and Improvement

Knowledge requirements:

- ① Basic understanding of supply chain management principles and practices
- ② Familiarity with just-in-time (JIT) management principles and practices
- ③ Understanding of production scheduling and inventory management
- ④ Basic knowledge of JIT procurement practices

Ability requirements:

- ① Ability to assess and evaluate procurement functions in a JIT environment
- ② Ability to develop and implement effective procurement strategies in a JIT environment
- ③ Ability to manage inventory and production schedules in a JIT environment
- ④ Ability to communicate effectively with stakeholders in a JIT environment

Teaching difficulties:

- ① Helping students understand the importance of JIT principles and practices in procurement functions
- ② Ensuring students understand the key components of JIT procurement practices
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively manage inventory and production schedules in a JIT procurement environment in a real-world context

Chapter 15 Supplier Risk Management Theory hour: 3

Content of courses:

Session 1: Supplier Risk Management

Session 2: Supplier Risk Assessment and Mitigation

Session 3: Supplier Contingency Planning

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with global crisis management and business continuity planning
- ③ Understanding of supply chain disruptions and risk mitigation strategies
- ④ Basic knowledge of procurement in emergencies

Ability requirements:

- ① Ability to assess and manage procurement risks in a crisis situation
- ② Ability to develop and implement effective procurement strategies in a crisis situation
- ③ Ability to communicate effectively with stakeholders in a crisis situation
- ④ Ability to navigate and mitigate supply chain disruptions in a crisis situation

Teaching difficulties:

- ① Helping students understand the unique challenges and opportunities associated with procurement in a global crisis situation
- ② Ensuring students understand the importance of risk management and supply chain disruption mitigation in a crisis situation
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively navigate and mitigate supply chain disruptions in a crisis situation and implement procurement strategies that support business continuity planning.

Chapter 16 Future of Purchasing and Supply Chain Management Theory hour: 3

Content of courses:

Session 1: Future of Purchasing

Session 2: Technological Advancements and Trends

Session 3: Industry and Career Opportunities

Knowledge requirements:

- ① Basic understanding of procurement functions and processes
- ② Familiarity with emerging technologies and trends in procurement
- ③ Understanding of the future of procurement and supply chain management
- ④ Basic knowledge of industry trends and forecasts

Ability requirements:

- ① Ability to assess and evaluate emerging technologies and trends in procurement
- ② Ability to develop and implement effective procurement strategies in the context of emerging trends
- ③ Ability to anticipate and plan for the future of procurement and supply chain management
- ④ Ability to communicate effectively with stakeholders about emerging trends and their potential impact on procurement functions

Teaching difficulties:

- ① Helping students understand the importance of staying abreast of emerging trends and technologies in procurement
- ② Ensuring students understand the potential impact of emerging trends on procurement functions and processes
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to anticipate and plan for the future of procurement and supply chain management in the context of emerging trends and technologies.

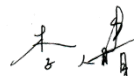
7. Grading Policy

Grading Computation	Exams and Assignments	Percentage	No. of the Learning Outcomes evaluated
1	Final Exam	50%	LO211/LO361/L0811
X1	Performance in class (participation 10%, attendance 10%)	20%	LO211
X2	Individual report	15%	LO361/L0811
X3	Group case analysis and report	15%	LO361/L0811

Instructor:



Dean's signature:



Time: February 20, 2023

Time: February 20, 2023