



<b>Title:</b>	Strategic Procurement Managmt. <b>APPROVED</b>	
<b>Long Title:</b>	Strategic Procurement Sustainable Mgmt.	
<b>Module Code:</b>	MGMT8057	
<b>Duration:</b>	1 Semester	
<b>Credits:</b>	5	
<b>NFQ Level:</b>	Advanced	
<b>Field of Study:</b>	Business & Management	
<b>Valid From:</b>	Semester 1 - 2020/21 ( September 2020 )	
<b>Module Delivered in</b>	<a href="#">2 programme(s)</a>	
<b>Module Coordinator:</b>	NIALL MORRIS	
<b>Module Author:</b>	JANE O KEEFFE	
<b>Module Description:</b>	Strategic procurement management is concerned with the decision making process in setting the strategic direction for purchasing and supply management in organisations. The strategic importance of purchasing is to ensure the quality and capability of the supply-base and to manage risk. This process has a direct critical impact on the bottom line financial statements and performance of organisations.	
<b>Learning Outcomes</b>		
<i>On successful completion of this module the learner will be able to:</i>		
LO1	Appraise the commercial environment issues for their organisation using relevant models	
LO2	Assess the strategic nature of purchasing and procurement in organisations and the management of risk	
LO3	Appraise the strategic concepts and models pertaining to the purchasing and procurement discipline	
LO4	Analyse supplier performance and understand the impact of buyer and seller behaviour and relationship management	
LO5	Relate to organisations' corporate objectives and how corporate procurement plans are aligned in terms of cost, quality and delivery	
<b>Pre-requisite learning</b>		
<b>Module Recommendations</b>		
<i>This is prior learning (or a practical skill) that is strongly recommended before enrolment in this module. You may enrol in this module if you have not acquired the recommended learning but you will have considerable difficulty in passing (i.e. achieving the learning outcomes of) the module. While the prior learning is expressed as named MTU module(s) it also allows for learning (in another module or modules) which is equivalent to the learning specified in the named module(s).</i>		
9293	MGMT7057	Business & SC Strategy
9296	MGMT7051	Mgt. Accounting & Man. Fin.
9300	MGMT7055	Procurement in supply networks
<b>Incompatible Modules</b>		
<i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module. You may not earn additional credit for the same learning and therefore you may not enrol in this module if you have successfully completed any modules in the incompatible list.</i>		
No incompatible modules listed		
<b>Co-requisite Modules</b>		
No Co-requisite modules listed		

**Requirements**

*This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed. You may not enrol on this module if you have not acquired the learning specified in this section.*

Students may either have completed CIT modules (MGMT7055 Procurement in Supply Networks, MGMT7057 Business and Supply Chain Strategy and MGMT7051 Management Accounting and Managerial Finance) or an equivalent certification, or have recognised prior learning (RPL) or work based learning (WBL) in the area of supply management.

**Module Content & Assessment**

**Indicative Content**

**Evolution of purchasing, procurement and supply management**

Evolution of the purchasing function and corresponding procurement and supply management functions across organisations. Review the drivers that have transformed purchasing function from a reactive to a strategic proactive function. The key role of purchasing and supply management in organisation success today.

**Supplier sourcing strategies and supply network configurations**

Supply strategy concept and the key relationship to supply chain network configurations. The effective application of Kraljic (1983) matrix and supplier positioning strategy tools in the management of lean organisational supply.

**Procurement management and embracing innovation**

The concepts of open and closed innovation and the relationship with procurement. The timing of supplier involvement in the procurement process. Common barriers to supplier innovation.

**Procurement and Lean Supply**

Focus on Lean concepts in particular value stream mapping. Change management as a pre-requisite to successful lean strategic supply management.

**Relationship Management**

Relationship building; types of relationship from low level transactional to strategic alliances; factors influencing relationships; internal and external relationships; management of supplier and customer relationships; supply chain relationship strategies; hidden costs of poor relationships; negotiation skills and techniques.

**Assessment Breakdown**

	%
Course Work	30.00%
End of Module Formal Examination	70.00%

**Course Work**

Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Essay	A student essay to demonstrate understanding of strategic frameworks, the theory of procurement management and to draw from own work experience.	1,2,4,5	30.0	Week 6

**End of Module Formal Examination**

Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Formal Exam	End of term formal examination to assess strategic management theory and application to industry setting	1,3,4,5	70.0	End-of-Semester

**Reassessment Requirement**

**Repeat examination**

*Reassessment of this module will consist of a repeat examination. It is possible that there will also be a requirement to be reassessed in a coursework element.*

**The institute reserves the right to alter the nature and timings of assessment**

**Module Workload**

<b>Workload: Full Time</b>				
<i>Workload Type</i>	<i>Workload Description</i>	<i>Hours</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	On-line lectures and discussions on industry case studies	3.0	Every Week	3.00
Independent & Directed Learning (Non-contact)	Student Study course material and prepare for assessments	4.0	Every Week	4.00
Total Hours				7.00
Total Weekly Learner Workload				7.00
Total Weekly Contact Hours				3.00

<b>Workload: Part Time</b>				
<i>Workload Type</i>	<i>Workload Description</i>	<i>Hours</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	On-line lectures and discussions on industry case studies	2.0	Every Week	2.00
Directed Learning	Student study course material, conduct wider research and prepare for assessments	5.0	Every Week	5.00
Total Hours				7.00
Total Weekly Learner Workload				7.00
Total Weekly Contact Hours				2.00

## Module Resources

### Recommended Book Resources

- Arjan van Weele 2014, *Purchasing and Supply Chain Management*, 6th Ed., All, Cengage Learning, UK [ISBN: 1408088460]
- Kenneth Lysons, Brian Farrington 2016, *Purchasing and supply chain management*, 9th Ed., Pearson Education, Londonm UK [ISBN: 1292086114]
- Paul Cousins... [et al.], 2008, *Strategic supply management*, 1st Ed., Prentice Hall Financial Times Harlow, Essex, UK [ISBN: 978 0 273 651]

### Supplementary Book Resources

- Michiel Leenders, P. Fraser Johnson, Anna Flynn, 2010, *Purchasing & Supply Chain Management*, 14th Ed., McGraw-Hill [ISBN: 0073377899]

### Recommended Article/Paper Resources

- IPSERA *IPSERA - International Purchasing and Supply Education and Research Association*, IPSERA - International Purchasing and Supply Education and Research Association  
<http://www.ipsera.com/>

### Other Resources

- Website: Institute of Purchaing and Materials Management, 'Professional Purchasing Institute  
[www.iipmm.ie](http://www.iipmm.ie)'*IIPMM*
- Website: Supply Chain Management*Supply Chain Management Review*  
<http://scmr.com>

**Module Delivered in**

<b>Programme Code</b>	<b>Programme</b>	<b>Semester</b>	<b>Delivery</b>
CR_BGSCM_8	<a href="#"><u>Bachelor of Business (Honours) in Global Supply Chain Management</u></a>	1	Elective
CR_EBSCM_8	<a href="#"><u>Certificate in Biopharmaceutical Supply Chain Management</u></a>	1	Mandatory