

<b>Module Title</b> <b>Purchasing Principles And Law</b>	Reference BSM022
<b>Keywords</b> Law For Purchasing And Supply, The Law Of Contract, Supply Of Goods And Services, Related Legislation, Effective Contract Management, Outsourcing, Negotiating Principles And Strategies.	SCQF            SCQF Level            11 SCQF Points    15 ECTS Points    7.5 Created    May 2002 Approved    August 2013 Amended    August 2013 Version No.    2

## This Version is No Longer Current

The latest version of this module is available [here](#)

### Prerequisites for Module

None in addition ot SCQF 11 entry requirements or equivalent.

### Indicative Student Workload

	Full Time	Distance Learning
<i>Contact Hours</i>		
Lectures/Seminars	36	6
Assessment	12	12

### Corequisite Modules

None.

#### *Directed Study*

Directed Study	64	94
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### Precluded Modules

None.

#### *Private Study*

Private Study	38	38
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### Mode of Delivery

### Aims of Module

To provide students with knowledge and understading of key legislation that directly impacts upon purchasing decisions. To provide students with a sound understanding of some key technical aspects relative to

#### Taught Mode (T)

The module is delivered in Taught Mode by lectures, interactive group work, case study tutorials and directed self-study.

#### Distance Learning Mode (DL)

The module is delivered in Distance Learning Mode by self directed learning from paper-based or web-based learning materials,

the purchasing function in organisations. To encourage critical evaluation of some of the important purchasing tools and techniques.

### **Learning Outcomes for Module**

On completion of this module, students are expected to be able to:

- 1.critically assess the implications for purchasing of relevant business legislation.
- 2.critically evaluate the impact of contractual relationships and apply appropriate strategies to the management of contracts.
- 3.critically evaluate the theory and development of negotiating approaches and to develop appropriate negotiation strategies for use in the business environment.
- 4.autonomously synthesise a strategic approach to the use of purchasing principles and law.

### **Indicative Module Content**

Law for purchasing and supply, Supply of goods and services, Law of Contract, related legislation,

supported by seminars and/or on-line support.

### **Assessment Plan**

	Learning Outcomes Assessed
Component 1	1,2,3,4
Component 2	1,2,3,4

There shall normally be two coursework assignments of approximately 3,000 words each.

### **Indicative Bibliography**

- 1.MCKENDRICK, E., 2023. Contract law. 15th ed. UK: Hart Publishing.
- 2.GRIFFITHS, M. and GRIFFITHS, I., 2015. Law for purchasing and supply. 11th ed. Harlow: FT Prentice Hall.
- 3.LYSONS, K. and FARRINGTON, B., 2020. Purchasing and supply chain management. 10th ed. London: Pearson Education Limited.
- 4.O'BRIEN, J., 2013. Negotiation for purchasing professionals: a proven approach that puts the buyer in control. 1st ed. London: Kogan Page.

competition law,  
international trade.

Understanding outsourcing,  
planning and selecting  
service providers, legal  
aspects of outsourcing. The  
design and effective  
management of contracts.

Negotiating theory and  
practice, strategic and tactical  
negotiation.