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## MODULE DESCRIPTOR

### Module Title

Purchasing Principles and Law

Reference	BSM022	Version	5
Created	August 2021	SCQF Level	SCQF 11
Approved	September 2018	SCQF Points	15
Amended	August 2021	ECTS Points	7.5

### Aims of Module

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

### Module Delivery

Taught Mode: The module is delivered in Taught Mode by lectures, interactive group work, case study tutorials and directed self-study. Distance Learning Mode: The module is delivered in Distance Learning Mode by self directed learning from paper-based or web-based learning materials, supported by seminars and/or on-line support.

**Indicative Student Workload**

	Full Time	Part Time
Contact Hours	36	36
Non-Contact Hours	114	114
Placement/Work-Based Learning Experience [Notional] Hours	N/A	N/A
TOTAL	150	150
<i>Actual Placement hours for professional, statutory or regulatory body</i>		

**ASSESSMENT PLAN**

If a major/minor model is used and box is ticked, % weightings below are indicative only.

**Component 1**

Type:	Coursework	Weighting:	100%	Outcomes Assessed:	1, 2, 3, 4
Description:	Individual report of 3000 words				

**MODULE PERFORMANCE DESCRIPTOR****Explanatory Text**

Component 1 comprises 100% of the module grade. To pass the module, a D grade is required.

Module Grade	Minimum Requirements to achieve Module Grade:
<b>A</b>	A
<b>B</b>	B
<b>C</b>	C
<b>D</b>	D
<b>E</b>	E
<b>F</b>	F
<b>NS</b>	Non-submission of work by published deadline or non-attendance for examination

**Module Requirements**

Prerequisites for Module	None.
Corequisites for module	None.
Precluded Modules	None.

**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.