

MODULE DESCRIPTOR

Module Title

Purchasing Principles and Law

Reference	BSM022	Version	6
Created	December 2023	SCQF Level	SCQF 11
Approved	September 2018	SCQF Points	15
Amended	March 2024	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 appraise the implications of relevant legislation and current ethical issues on B2B purchasing.
- 2 Critically evaluate contractual relationships and develop appropriate strategies for the management of commercial contracts.
- 3 Critically evaluate key negotiating approaches and develop appropriate negotiation strategies for business environments.
- 4 Autonomously synthesise strategic approaches to the application of purchasing principles and law.

Indicative Module Content

The fundamentals of purchasing, tendering processes, negotiation theory and practice, ethics in purchasing, English contract law, the legal aspects of purchasing in a variety of commercial exchange relationships, supplier appraisal, supplier approval, negotiation approaches, INCOTERMS, international trade laws.

Module Delivery

On campus mode: The module is delivered on campus through lectures, interactive group work, and directed self-study. On-line mode: The module is delivered in on-line mode through self directed learning through web-based learning materials, supported by seminars and on-line tutor 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.				

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:
A	A
B	B
C	C
D	D
E	E
F	F
NS	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.