

## 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:
<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.