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## MODULE DESCRIPTOR

### Module Title

Strategic Purchasing

|           |                |             |         |
|-----------|----------------|-------------|---------|
| Reference | BSM520         | Version     | 7       |
| Created   | August 2021    | SCQF Level  | SCQF 11 |
| Approved  | September 2018 | SCQF Points | 15      |
| Amended   | August 2021    | ECTS Points | 7.5     |

### Aims of Module

To promote an understanding of the contribution of purchasing strategy to the achievement of organisational objectives.

### Learning Outcomes for Module

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

- 1 Relate and critically discuss the strategic role of purchasing within an organisation.
- 2 Apply strategic tools and techniques for supply management.
- 3 Critically analyse the issues involved in the development of purchasing and supply sourcing strategies.
- 4 Synthesise a range of advanced and specialised concepts, principles and models and be able to apply these to the development of an effective purchasing strategy.

### Indicative Module Content

The strategic role of purchasing within an organisation shall be examined, including concepts such as total cost of ownership. The procurement process shall be examined with an emphasis on the role of information flow. Techniques for the analysis for the supplier base shall be examined, including supplier targeting. Supplier selection and development strategies. Decision making and supplier relationship management. Change management. Different models of customer-supplier relations shall be compared such as the adversarial to collaborative continuum; relationship positioning; lean supply and network sourcing. The benefits and disbenefits of partnership approaches to increase collaboration are critically reviewed. Importance of employee engagement in continuous improvement programmes. Ideas for the improvement of the performance of a supply system are reviewed.

### 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 and 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 Coursework |            |      |                    |            |

**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 LYSONS, K. and FARRINGTON, B., 2020. Purchasing and supply chain management. 10th ed. London: Pearson Education.
- 2 VAN WEELE, A., 2022. Procurement and supply chain management. 8th ed. Andover: Cengage Learning.
- 3 BAILEY, P., et al., 2021. Procurement, principles and management in the digital age. 12th ed. London: Pearson Education.
- 4 GUTH, S., 2022. Project procurement management: a guide to structured procurements. Independent Publishing Platform.