

NATIONAL UNIVERSITY OF SINGAPORE  
NUS Business School  
Department of Analytics and Operations

**DOS3702/DSC3202 Purchasing and Materials Management**

**Lecturers:** Prof Mark Goh

**Session:** Semester II, 2020/2021

**Course Description**

In an increasingly competitive world, enterprises need to outperform competition and differentiate themselves from the pack so as to ensure survival and profitability. Maintaining good relationships with trading partners, managing the total cost of ownership in a value chain setting, and constantly achieving cost targets are fast becoming strategic imperatives especially in the upstream supply chain. In many enterprises, the value of purchased goods and services can account up to 90% of their total cost of goods sold. Therefore, Purchasing and Materials Management (PMM) is a critical frontier for enterprises to generate sustained competitive advantage, especially in emerging Asia.

PMM is a functional area that deals with supply management such as sourcing, goods storage and distribution, contract negotiations, value buys, as well as supplier relations, both manufacturing and services. The challenge in PMM is to manage the triage of Speed, Cost, and Quality, and to engage the technology providers to radically overhaul procurement functions and processes.

Through this course, students will learn about supplier relationship, vendor pre-qualification and selection, public sector procurement, contract performance management, procurement strategies, and sourcing practices in Asia. We seek to achieve this goal through a combination of lectures, tutorial-like dialogues, ideation sessions, interactive simulation games, group breakouts, and case analyses, which require individual as well as team work. Students are expected to make persuasive arguments, and deliver business cases. The class may also have the occasional speakers from industry to share managerial perspectives on PMM practices, complementing the concepts and principles taught in class.

Welcome to the complex and fascinating world of PMM.

**Reference Text and Materials (this is only a reference text)**

- Monczka, R.M., Handfield, R.B., Giunipero, L.C. & J.L. Patterson. 2016. (MHGP) Purchasing & Supply Chain Management, South-Western/Cengage, ISBN-10: 1305833392.
- Cases and other reading materials will be made available to the class.

**Assessment Methods**

- Class participation & Learning Journal (I): 15%
- Assignments (G&I): 30%
- Quiz (I): 25%
- Project (G): 30%

**Academic Integrity**

All acts of academic dishonesty (including, but not limited to, plagiarism, cheating, fabrication, facilitation of acts of academic dishonesty by others, unauthorized possession of exam questions, or tampering with the academic work of other students) are serious offences. All work (oral or written) submitted for the purposes of assessment must be the student's own work. Penalties for violation of the policy range from zero marks for the component assessment to expulsion, depending on the nature of the offence. When in doubt, students should consult the course instructor