

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

DOS3702/DSC3202 Procurement Management

Lecturers: Prof Mark Goh

Session: Semester II, 2022/2023

Course Description

In an increasingly competitive world, enterprises need to responsibly outperform competition and differentiate themselves from the pack 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, procurement management is a critical frontier for enterprises to generate sustained competitive advantage, especially in emerging Asia.

Procurement Management is a functional area in upstream supply chain management involving areas such as sourcing, goods storage and distribution, contract negotiations, value buys, as well as supplier relations, for both manufacturing and services. The challenge in procurement management is to manage the triage of Speed, Cost, and Quality, and to engage the technology providers to radically overhaul procurement functions and processes, with a focus on environmental consciousness.

Through this course, students will learn about supplier relationships, 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 informative and interactive lectures, robust dialogues, ideation sessions, interactive simulation games, group breakouts, and application-oriented 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 procurement management practices, complementing the concepts and principles taught in class. The aim is to get students interested in and acquainted with the concepts, models, and instruments in today's procurement.

Welcome to the complex and fascinating world of procurement management.

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%
- Test / 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 work. Penalties for violating the policy range from zero marks for the component's assessment to expulsion, depending on the nature of the offence. When in doubt, students should consult the instructor.