

Course Outline

Course Code : 3702/3202
Course Title : Procurement Management
Class Date : From 12/8/2025 To 11/11/2025
Semester : Semester 1, Academic Year 2025
Faculty : Prof. Mark Goh
Department : Analytics & Operations
Email : mark_goh@nus.edu.sg
URL : //bizfaculty.nus.edu/faculty-bizgohkh
Telephone : 65163014

Overview

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.

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

Course Objectives

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. The aim is to get students interested in and acquainted with the concepts, models, and instruments in today's procurement.

Assessment

Assessment Components	Weightage
Class Participation & Learning Journal (I)	15%
Assignment (G&I)	30%
Project (G)	30%
Test / Quiz (I)	25%

Note: I - Individual; G - Group

Schedule and Outline

Lesson/ Week	Date	Session	Case/ assignment/exercise
1	12 Aug	Intro / Basis of procurement & procurement practice	CSX
2	19 Aug	Procurement process (P2P)	NSC
3	26 Aug	Public Sector Procurement	Sports Hub
4	2 Sep	Tail Spend Analysis	GPE Spend Case
5	9 Sep	Category and Supply Strategy Development	Kraljic Exercise, Purchasing Chessboard
6	16 Sep	Cost Management: TCO & target costing	Expressive Bidding TCO & Target Costing Ex.
	23 Sep	Recess	
7	30 Sep	Cost Management: BATNA & Make vs Buy	BATNA & Covid-19, TGFC
8	7 Oct	Criteria Wts & Supplier selection: AHP	Tokyo Electron
9	14 Oct	Criteria Wts & Supplier Selection: BWM	Handphone Purchase
10	21 Oct	Test	Short Questions / Case
11	28 Oct	Industry Speaker	Learning Journal/ reflection
12	4 Nov	Project Presentation	Group work
13	11 Nov	Recap/ Summary	---

General Guide & Reading

Monczka, R.M., Handfield, R.B., Giunipero, L.C. & J.L. Patterson. 2016. (MHGP) Purchasing & Supply Chain Management, South-Western/Cengage, ISBN-10: 1305833392. (selected chapters only)

Cases and other reading materials will be made available to the class through CANVAS.

Academic Honesty & Plagiarism

Academic integrity and honesty are essential for the pursuit and acquisition of knowledge. The University and School expect every student to uphold academic integrity & honesty at all times. Academic dishonesty is any misrepresentation with the intent to deceive, or failure to acknowledge the source, or falsification of information, or inaccuracy of statements, or cheating at examinations/tests, or inappropriate use of resources.

Plagiarism is 'the practice of taking someone else's work or ideas and passing them off as one's own' (The New Oxford Dictionary of English). The University and School will not condone plagiarism. Students should adopt this rule - You have the obligation to make clear to the assessor which is your own work, and which is the work of others. Otherwise, your assessor is entitled to assume that everything being presented for assessment is being presented as entirely your own work. This is a minimum standard. In case of any doubts, you should consult your instructor.

Additional guidance is available at:

- [Administrative Policies](#)
- <http://www.nus.edu.sg/registrar/administrative-policies-procedures/acceptance-record#NUSCodeofStudentConduct>
- <http://nus.edu.sg/osa/resources/code-of-student-conduct>