

5.0 credits	30.0 h	2q
-------------	--------	----

Teacher(s) :	Norrman Andreas ; Blome Constantin ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Prerequisites :	Given the condensed format for the class and the role of case teaching, participation at all project presentations, guest lectures, and debriefings is mandatory. We will be discussing other cases and articles during the course. You should be prepared for class discussion.
Aims :	<p>The course objectives are:</p> <ul style="list-style-type: none"> <li>- To make you familiar with strategic and operational best practice processes in sourcing &amp; mp; procurement</li> <li>- To become proficient in the operational procurement process and understand which levers enable a high performance</li> <li>- To provide you with an understanding of the scope of S&amp; mp;P</li> <li>- To learn advanced negotiation skills</li> <li>- To learn how to set up a high impact S&amp; mp;P organization and enable high employee performance</li> <li>- To experience the best practice examples of how to enable a strategic S&amp; mp;P unit as well as to learn the basic requirements (e.g. law)</li> </ul> <p>In general, you should be able after the course to have the right mindset for delivering value add with procurement, know how to set-up efficient and effective operation procurement processes and how to enable the S&amp; mp;P function to provide strategic value. <i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Evaluation methods :	<p>The performance assessment will be based on individual and group performance:</p> <ul style="list-style-type: none"> <li>- Group Performance (group research project) (70%):                         <ul style="list-style-type: none"> <li>- Individual Performance : (final exam) (30%)</li> </ul> </li> </ul> <p>The final exam is a written examination based on course literature and lectures. It is allowed to bring your notes and books etc, however it is not allowed to access internet etc. during the examination. The date of the final exam will be announced in class.</p>
Teaching methods :	The course will be based on real life procurement processes as framework to enable the strategic understanding. Mini cases, company visits, a negotiation clinic and an own research project as semester report will challenge you.
Content :	Strategic Value, organizational context and setup, operational processes of S& mp;P and enablers of a high-impact organization
Bibliography :	All relevant literature will be provided online through the iCampus website. Notes, slides, questions to cases and articles are available from iCampus under the course LLSMS2038 heading.
Other infos :	<p>Semester            Spring 2011 Language            English Lectures            30 h (14 x 2 h) (5 ECTS) Instructor Prof. Constantin BLOME, GSK Biologicals Chairholder in Sourcing and Procurement, Office UCL/IAG B, constantin.blome@uclouvain.be Phone: +32 10 474312 Prof. Andreas NORRMAN, Lund University, andreas.norrman@tlog.lth.se, Phone: +46 46 222 9150 Assistant Hakan UMIT, UCL/LSM, hakan.umat@uclouvain.be</p>
Cycle and year of study :	<p>&gt; <a href="#">Master [120] in Management</a> &gt; <a href="#">Master 120 of arts in Business engineering</a> &gt; <a href="#">Master [120] in Business Engineering</a></p>
Faculty or entity in charge:	CLSM

