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Enseignants:	Blome Constantin ; Paulraj Antony ;
Langue d'enseignement:	Anglais
Lieu du cours	Louvain-la-Neuve
Thèmes abordés :	Developing and implementing sourcing strategies
Acquis d'apprentissage	<p>Eu égard au référentiel des acquis d'apprentissage AA du programme, cette activité contribue au développement et à l'acquisition des AA suivants:</p> <p>-- 1. Agir en acteur socialement responsable</p> <p>2. Maîtrise des savoirs</p> <p>2.1. Maîtriser un socle de savoirs '</p> <p>2.3. Articuler des savoirs issus de différents domaines</p> <p>2.4. Activer et appliquer des savoirs'</p> <p>3. Appliquer une démarche scientifique</p> <p>3.3. Penser le problème selon une approche systémique et globale, '</p> <p>3.5. Dégager' des solutions implémentables'</p> <p><i>La contribution de cette UE au développement et à la maîtrise des compétences et acquis du (des) programme(s) est accessible à la fin de cette fiche, dans la partie « Programmes/formations proposant cette unité d'enseignement (UE) ».</i></p>
Modes d'évaluation des acquis des étudiants :	<p>The performance assessment will be based on individual and group performance:</p> <ul style="list-style-type: none"> - Group Performance (30%): Case presentation (30%) - Individual Performance (70%): - Business strategy opinion paper (15%), - Global sourcing opinion paper (15%), - Final exam (40%) <p>The final exam is a written examination based on course literature and lectures. It is allowed to bring 2 pages of notes to the exam, however it is not allowed to access internet, books etc. during the examination.</p> <p>The date of the final exam will be announced in class.</p>
Méthodes d'enseignement :	<p>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.</p>
Contenu :	<p>This course focuses on how firms can obtain competitive advantage through a careful management of the input side via sourcing strategies. The issue of competitive advantage is key for purchasing and supply chain management, but also draws significantly from industrial marketing, strategic management and international business. In the course, we will discuss the history of sourcing strategies to understand why companies currently behave as they do. The course elaborates on the importance of sourcing strategy as a tool to achieve better performance. Current developments in the world (globalization trend, new developing economies, reduction of trade barriers, etc.) imply that companies are/should be more aware of opportunities, threats and changes (new possible suppliers and/or business partners, foreign competition, substitute goods, changes in company structures, etc.) and the impact of these elements on sourcing. Prospects for the next decade suggest a spectacular increase in gains through changes in sourcing strategies. An efficient implementation of those strategies requires first of all an alignment with the organizational structure. In this respect, coordination, risk mitigation and strategic partnerships are indispensable to achieve full alignment and integration with the general strategy and organization structure of a company as well as with the strategy and structure of other members in the supply chain.</p> <p>The course objectives are:</p> <ul style="list-style-type: none"> - To implement and apply professional category strategies - To become familiar with the arsenal of potential sourcing strategies - To experience best practices in sourcing strategies and learn their hurdles and success factors - To learn how to provide a thorough supply analysis to derive superior sourcing strategies - To make students familiar with best practice concepts and methods in supplier relationship management and supply chain governance as pursued by leading edge firms - To enable students to best use the innovation potential of the supply base - To become familiar with best practice concepts in managing supply chain risks <p>In general, you should be able after the course to understand different types of sourcing strategies and understand the impact of these strategies on performance and competitive advantage. Special attention will be given to spend analysis, alignment with corporate strategies, outsourcing and global sourcing.</p>

Bibliographie :	Blome Constantin : . DOSSIER DE LECTURE obligatoire . Les supports disponibles en ligne sont sur ICAMPUS. :
Autres infos :	Semester: Spring 2015 Language: English Lectures: 30 h (14 x 2 h) (5 ECTS) Prof. Constantin BLOME, GSK Vaccines Chairholder in Strategic Sourcing and Procurement, Office UCL/LSM B, constantin.blome@uclouvain.be Phone: +32 10 474 312 Prof. Antony PAULRAJ, University of Southern Denmark, ap@sam.sdu.dk
Faculté ou entité en charge:	CLSM

Programmes / formations proposant cette unité d'enseignement (UE)				
Intitulé du programme	Sigle	Crédits	Prérequis	Acquis d'apprentissage
Master [120] en ingénieur de gestion	INGE2M	5	-	
Master [120] ingénieur de gestion	INGM2M	5	-	
Master [120] en sciences de gestion	GEST2M	5	-	
Master [120] en sciences de gestion	GESM2M	5	-	