



5 crédits	30.0 h	Q1
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Enseignants	Agrell Per Joakim ;Blome Constantin ;
Langue d'enseignement	Anglais
Lieu du cours	Louvain-la-Neuve
Thèmes abordés	Procurement's role in the value chain and the strategic dimension in the collaboration and development of supplier relations in order to provide competitive advantage.
Acquis d'apprentissage	<p><b>The course objectives are:</b></p> <ul style="list-style-type: none"> <li>- To develop the mindset and skills to understand and facilitate the strategic role of sourcing and procurement in the internal and external supply chain</li> <li>- To make students familiar with best practice concepts and methods in supplier relationship management and supply chain governance as pursued by leading edge firms</li> <li>- To enable students to best use the innovation potential of the supply base</li> <li>- To become familiar with best practice concepts in managing supply chain risks In general, you should be able after the course to apply best practices in managing supplier relationships.</li> </ul> <p><b>This means also that you are able to</b> choose the right governance mechanisms depending on the situation and potential strategic impact and develop the relationship accordingly.</p> <p>Furthermore, you develop a feeling for the crucial impact factors in governing these relationships including awareness for IP, culture etc. You will also experience how unexpected incidents will affect these relationships and your situation as well as how you can manage these.</p> <p>-----</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><b>Continuous evaluation</b></p> <ul style="list-style-type: none"> <li>• Date:</li> <li>• Type of evaluation:</li> <li>• Comments: Case solutions including group work written reports, class presentations, individual report submissions</li> </ul> <p><b>Evaluation week</b></p> <ul style="list-style-type: none"> <li>• Oral:</li> <li>• Written: written open-book exam in English</li> <li>• Unavailability or comments:</li> </ul> <p><b>Examination session</b></p> <ul style="list-style-type: none"> <li>• Oral:</li> <li>• Written: written open-book exam in English</li> <li>• Unavailability or comments:</li> </ul>
Méthodes d'enseignement	A major part of the course consists of lectures related to the literature and some guest lectures from industry with leading practitioners. In addition, case discussion and short tasks during the course will further facilitate learning. An important asset of the course is the negotiation clinic in which participants will further develop their negotiation skills. The group and individual assignments are also an important pillar for the overall learning success.
Contenu	<ul style="list-style-type: none"> <li>- Procurement and External Supply Chain</li> <li>- Procurement and Internal Supply Chain</li> <li>- Supply Network Planning</li> <li>- Strategic Cost Management &amp; E-Auctions</li> <li>- Supply Chain Coordination</li> <li>- Negotiation Clinic</li> </ul>

Bibliographie	<p>Van Weele, A.J (2014) Purchasing and Supply Chain Management. Analysis, Strategy, Planning and Practice, Thomson</p> <p>Axelsson, B., F. Rozemeijer, F. Wynstra (2005) Developing Sourcing Capabilities: From Insight to Strategic Change. John Wiley</p>
Autres infos	<p>Support</p> <p>Excerpts from the references.</p>
Faculté ou entité en charge:	<p>CLSM</p>

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