



5 credits	30.0 h	Q1
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Teacher(s)	Agrell Per Joakim ;Blome Constantin ;
Language :	English
Place of the course	Louvain-la-Neuve
Main themes	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.
Aims	<p>The course objectives are:</p> <ul style="list-style-type: none"> - To develop the mindset and skills to understand and facilitate the strategic role of sourcing and procurement in the internal and external supply chain - 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 In general, you should be able after the course to apply best practices in managing supplier relationships. <p>This means also that you are able to 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>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>Continuous evaluation</p> <ul style="list-style-type: none"> • Date: • Type of evaluation: • Comments: Case solutions including group work written reports, class presentations, individual report submissions <p>Evaluation week</p> <ul style="list-style-type: none"> • Oral: • Written: written open-book exam in English • Unavailability or comments: <p>Examination session</p> <ul style="list-style-type: none"> • Oral: • Written: written open-book exam in English • Unavailability or comments:
Teaching methods	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.
Content	<ul style="list-style-type: none"> - Procurement and External Supply Chain - Procurement and Internal Supply Chain - Supply Network Planning - Strategic Cost Management & E-Auctions - Supply Chain Coordination - Negotiation Clinic

Bibliography	Van Weele, A.J (2014) Purchasing and Supply Chain Management. Analysis, Strategy, Planning and Practice, Thomson Axelsson, B., F. Rozemeijer, F. Wynstra (2005) Developing Sourcing Capabilities: From Insight to Strategic Change. John Wiley
Other infos	Support Excerpts from the references.
Faculty or entity in charge	CLSM

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Business Engineering	INGM2M	5		
Master [120] in Management	GEST2M	5		
Master [120] in Business Engineering	INGE2M	5		