

Course Code	MB180M09	Course Name	SOURCING MANAGEMENT	Course Category		Foundation Course	L	T	P	C
							2	0	2	3

Pre-requisite Courses		Co-requisite Courses		Progressive Courses	Operations management
Course Offering Department	Data Book / Codes/Standards				

Course Learning Rationale (CLR): The purpose of learning this course is to:

CLR-1:	Provide knowledge on global sourcing principles and practices
CLR-2:	Examine international purchasing & supply decisions and development of global sourcing
CLR-3:	Inculcate the habit of Negotiation, Risk analysis, Market Research and Evaluation of suppliers before selecting them
CLR-4:	Expose various methods and analytical tools for Supplier Rating and Selection.
CLR-5:	Offer insights on Electronic Sourcing and Sustainable Sourcing Strategies

Learning

	1	2	3
Level of Thinking (Bloom)			
Expected Proficiency (%)			
Expected Attainment (%)			

Program Learning Outcomes (PLO)

	1	2	3	4	5	6	7	8
Business Environment & Domain Knowledge (BEDK)	H	M	H	M	L	M	M	L
Critical Thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	L	H	L	L	M	M	M	H
Global Exposure and Cross-cultural understanding (GECCU)	M	H	L	L	M	M	L	M
Social Responsiveness and Ethics (SRE)	M	H	M	L	M	M	L	H
Effective Communication (EC)	M	H	H	L	M	M	L	L
Leadership and team work (LT)								
PSO - 1								
PSO - 2								

Course Learning Outcomes (CLO): At the end of this course, learners will be able to:

CLO-1:	Identify relevant organizational challenges in management of global sourcing and discuss the impact on the organization as a whole	2	70	70
CLO-2:	Identify processes, techniques and assessments in order realise global sourcing synergies	2	60	70
CLO-3:	Structure relationships with suppliers and prepare negotiations	1	80	75
CLO-4:	Explore effective category sourcing strategies and processes in order to balance cost, risk, and value	2	90	70
CLO-5:	Analyze the impact of digitalization on global sourcing	3	80	80

Duration (hour)	8	8	8	8	8	
S-1	SLO-1	Global Sourcing - Introduction	Negotiation -Introduction	Supplier Research and Market Analysis- introduction	Analytical Tools in Sourcing- introduction	Supplier Score card
	SLO-2	Advantages, Disadvantages, Services To Be Sourced	The Nature of Negotiation	Conducting Supplier Research	Tools for supply market analysis	Common Supplier Scorecard Criteria
S-2	SLO-1	Global Sourcing And Sourcing Strategies	Negotiation Strategy	Methods and Techniques for Locating Potential Suppliers	Total Cost of Ownership	Sourcing Risk
	SLO-2	Global Sourcing – Trends	What to Negotiate	Gathering Information	Wire Harness case	Case study
S-3	SLO-1	Global Sourcing Process	Negotiation Planning	Organizing Information	Pricing Analyses - concepts	Supplier Financial Analysis
	SLO-2	Criteria For International Sourcing	Developing a Negotiation Plan	Conducting Market Analysis	Plastic Shield case	Case study
S-4	SLO-1	Legal Aspects Of International	Exception Conditions - Negotiation	Determining Changing Marketplace	Analytical Tools in Sourcing	Supplier Financial Analysis

		Trade		Factors		
	SLO-2	SUPPLY CHAIN- Introduction	Communication	Vendor rating Introduction, objectives	Numerical	Integrative Pacific Systems Case study
S-5	SLO-1	SCM process	Performance Measurement and Evaluation-Concepts	Criteria for vendor rating	Foreign Exchange Currency Management	Electronic Sourcing
	SLO-2	Case Study	case study - Metal craft Case	Methods of vendor rating	Case Study	Case study
S-6	SLO-1	SCM process flow	The Nature of Risk	Case Study	Foreign Exchange Currency Management- numerical	Benefits of eSourcing
	SLO-2	SCM flow components	Why Is Understanding Risk Important?	Vendor rating - numericals	Case Study	Case Study
S-7	SLO-1	SCM-Strategic Sourcing	Risk Management Principles	Supplier Evaluation and Selection	Learning Curve	e-Procurement Guideline
	SLO-2	Strategic Sourcing -Introduction	Risk Identification	Evaluation Criteria	Learning Curve – meaning and concept	Case study
S-8	SLO-1	Strategic sourcing plan	Risk Identification - Process	Solicitation of Bids and Proposals-introduction	Numericals	Sustainability and Sourcing - introduction
	SLO-2	Opportunity analysis	Risk Assessment	Solicitation Planning	Types of learning curve	Case study
S-9	SLO-1	Operational sourcing strategy	Risk Control	Solicitation Types	Quantity Discount Models	Green sourcing
	SLO-2	, the sourcing process	Risk Triggers	Solicitation Methods	Numericals	Walmart–China Case

Learning Resources	<ol style="list-style-type: none"> Olivier Bruel, Strategic Sourcing Management: Structural and Operational Decision–making, Koganpage Publications, 2017 SathitParniangtong, Supply Management: Strategic Sourcing, Springer Publications, 2016 Weele, Arjan J. Van (2014), Purchasing & Supply Chain Management, Cengage Learning. 3. Fred Sollish, John Semanik, Strategic Global Sourcing Best Practices, John Wiley and Sons Inc., Publications, 2011 4. Robert W. Turner, Supply Management and Procurement: From the Basics to Best–in–class, J.Ross Publishing, 2011 	<ol style="list-style-type: none"> https://caserighted.com/metalcraft-supplier-scorecard/ https://kawazhang.gitbooks.io/purchasing-and-supply-chain-management/case_2_the_global_sourcing_wire_harness_decision.html https://www.kbresearch.com/cips-files/e-Sourcing%20-%20BuyIT%20Best%20Practice%20Guideline%202007.pdf https://www.icmrdia.org/casestudies/catalogue/Business%20strategy/Wal-Mart's%20Strategies%20in%20China.htm

Learning Assessment											
	Bloom's Level of Thinking	Continuous Learning Assessment (50% weightage)								Final Examination (50% weightage)	
		CLA – 1 (10%)		CLA – 2 (15%)		CLA – 3 (15%)		CLA – 4 (10%)#		Theory	Practice
		Theory	Practice	Theory	Practice	Theory	Practice	Theory	Practice		
Level 1	Remember Understand	20	10	25	5	30	0	35	5	30	0
Level 2	Apply Analyze	30	10	35	5	40	0	30	0	40	0
Level 3	Evaluate Create	20	10	25	5	30	0	30	0	30	0
	Total	100 %		100 %		100 %		100 %		100 %	

CLA – 4 can be from any combination of these: Assignments, Seminars, Tech Talks, Mini-Projects, Case-Studies, Self-Study, MOOCs, Certifications, and Conf. Paper etc.

Course Designers		
Experts from Industry	Experts from Higher Technical Institutions	Internal Experts
Karthik K Ramamoorthy , SCM(Procurement management) , HCL	Prof. N.Viswanadham IISc Bangalore	Dr.K.Sadasivan , Professor,SRMISTFOM
Lakshmi Narayanan, Customer Development officer , Colgate	Prof. Jayanta Chatterjee IIT Kanpur	Dr.S.Manivanan,Hod -Operations

K.Kavitha
Subject Coordinator

Dr.S.Manivanan
HOD-OPERATIONS

Dr V M Ponniah
DEAN