



PROGRAM	Master of Business Administration
SEMESTER	3
COURSE TITLE	Sourcing Management
COURSE CODE	04MB0348
COURSE CREDITS	3
COURSE DURATION	42 Hrs (42 sessions of 60 minutes each)

COURSE OUTCOMES:

- * Understand the process of how Sourcing works and its relationship with Production & Operations.
- * Interpret the meaning of Sourcing.
- * Integrate the in-depth knowledge of Sourcing Process, Vendor Selection.
- * Assess the Global Trends in Sourcing.
- * Devise the practices used in sourcing.

COURSE CONTENTS:

Unit No	Unit / Sub Unit	Sessions
I	Understanding Sourcing as a Strategic Organizational Function -Evolution of purchasing, Purchasing, sourcing and vendor management as a key organizational function, purchasing objectives, Impact of strategic purchasing on profitability, Make or Buy Decisions, Types and methods of sourcing in retail; centralized vs decentralized, single sourcing vs multiple sourcing, day-to-day vs long range sourcing	8
II	The Sourcing Process -Market analysis and supplier research, Prime sources of supplier information, Request for Proposal, Fundamental steps of the buying process, terms and condition of purchase, Buying Documentation, Negotiation, Use of IT in sourcing, Global Tenders and E-Procurement, Reverse Auctions, Expanded role of global purchasing	8
III	Vendor Selection and Management -Vendor selection process, Evaluation of existing vendors, developing vendor performance measures, new vendor development process, working with suppliers to manage quality, JIT and TQM in sourcing, Key supplier account management, Vendor relationship development, Negotiation skills, Vendor monitoring, Promoting SME suppliers.	10
IV	Cross functional Approach to Sourcing - Overview of material management function and supply chain alignment, Role of purchasing in supporting inventory objectives, Goals of Inventory Control, hedging vs. Forward Buying, Risk management, managing price fluctuation and volatility in international finance, matching supply with customer demand, managing inward logistics, Transportation modes and warehousing.	10
V	Global Trends and Issues in Sourcing -Global Trade Barriers, Dealing with international suppliers, UNO and GATT conventions, Legal, socio-cultural issues in international buying, Environmental issues-Green Purchasing- Industry Best Practices, Measurement of sourcing performance, Benchmarking in Retail Purchasing.	6

EVALUATION:

The students will be evaluated on a continuous basis and broadly follow the scheme given below:

	Component	Weightage
A	Continuous Evaluation Component (Assignments / Quizzes / Class Participation etc.)	20% (C.E.C.)
B	Internal Assessment	30% (I.A.)
C	End-Semester Examination	50% (External Assessment)

SUGGESTED READINGS:
Text Books:

Sr. No	Author/s	Name of the Book	Publisher	Edition and Year
T-01	Leenders, Johnson, Flynn and Fearon	Purchasing And Supply Management—,	Tata McGraw Hill	Latest
T-02	Burt, Dobler, Starling,	World Class Supply Management	Tata McGraw Hill	Latest

Reference Books:

Sr. No	Author/s	Name of the Book	Publisher	Edition and Year
R-01	Robert B. Handfield Larry C. Giunipero	Sourcing and Supply Chain Management	Cengage	2012
R-02	Robert Handfield	Supply Market Intelligence: A Managerial Handbook for Building Sourcing Strategies	Auerbach Publications	2006
R-03	Professor Olivier Bruel	Strategic Sourcing Management: Structural and Operational Decision-making	Kogan Page	1 st , 2016