## BAM 3107 GLOBAL SOURCING

**Course description**

This course explores current market dynamics driving current outsourcing trends and offers students the tools they need to better leverage global sourcing models into success across the enterprise. The course introduces the students to the need for global sourcing, Explorations of global institutions and the Development of global sourcing objectives and plans for a company

The enables students to understand and mitigate the risks global sourcing strategies present to the larger organization, and how the company will perpetually firefight. The course exposes students to the full range of risks companies are faced through global sourcing strategies and offers methods for better measuring such risks and tools proven to be effective in mitigating risks.

**Course Objectives**

At the end of this course, students should be able to:

* Assess the need for global sourcing.
* Explore global institutions
* Understand the common failure points of most global sourcing strategies
* Understand the top risks to global sourcing strategies
* Understand methods for mitigating top risks in global sourcing strategies
* Explore top drivers for global sourcing fulfillment models.
* Gain an understanding of the shift in global labor.
* Gain a full understanding of the magnitude of global sourcing strategies and the effort required to make such models work.

**Learning Outcomes**

* Apply fundamental selection criteria for shifting projects, programs and functions to global sourcing model.
* Develop global sourcing objectives and plans for a company.
* apply core global sourcing models.
* develop effective risk management and governance programs
* Understand the impact of global sourcing on the entire enterprise (specifically employees) and what management needs to do in order to better prepare for a global sourcing model
* develop an appropriate global sourcing model.
* design a fundamental selection criteria for shifting projects and programs.

**Intellectual, Practical and Transferable Skills**

Problem solving, analytical skills, team work and communications skills, practical

**Teaching and Learning Pattern**

Use of case studies, keynote lectures and student-led seminar presentations

**Indicative Content**

Customs and clearing, insurance, international transportation, international contracts management, international tax management, WTO, regional markets, objectives of international trade, challenges and policies, ISO (International standards organization), market environment and overseas culture, buying strategy and planning, commodity markets, international organizations and free trade areas.

**Assessment Method**

The assessment method is structured to include coursework and final examination. Coursework consists of assignments, presentations and tests.

Each course in the programme shall be assessed on the basis of course work and final examination represented as follows:

Course work assessment 30%

Final Examination 70%

100%

The minimum cumulative mark required to pass is 50%, is required to pass this unit. This includes course work and final examination. Each course in the programme is allowed a maximum of three hours for final examination.

**Indicative Sources**

1. Cook,T.A. ( 2006)[Global Sourcing Logistics: How to Manage Risk and Gain Competitive Advantage in a Worldwide Marketplace](http://www.amazon.com/Global-Sourcing-Logistics-Competitive-Marketplace/dp/0814408923/ref=sr_1_2?ie=UTF8&s=books&qid=1245774111&sr=1-2)
2. Borstelmann,K (2008)[Global Sourcing: An International Procurement Strategy for the Emerging Markets of Eastern Europe and Asia](http://www.amazon.com/Global-Sourcing-International-Procurement-Strategy/dp/363907307X/ref=sr_1_3?ie=UTF8&s=books&qid=1245774111&sr=1-3)
3. Sparrow,E.A. (2004)[A Guide to Global Sourcing - Offshore Outsourcing and other Global Delivery Methods](http://www.amazon.com/Guide-Global-Sourcing-Offshore-Outsourcing/dp/1902505611/ref=sr_1_4?ie=UTF8&s=books&qid=1245774111&sr=1-4)
4. Kotabe,M. (1992)[Global Sourcing Strategy: R&D, Manufacturing, and Marketing Interfaces](http://www.amazon.com/Global-Sourcing-Strategy-Manufacturing-Interfaces/dp/0899306675/ref=sr_1_5?ie=UTF8&s=books&qid=1245774111&sr=1-5)
5. Willcocks,L.P. and Lacity,M.C. (2006)[Global Sourcing of Business and IT Services](http://www.amazon.com/Global-Sourcing-Business-Services-Willcocks/dp/0230006590/ref=sr_1_6?ie=UTF8&s=books&qid=1245774111&sr=1-6)
6. Assaf,M. Bonincontro,C. Johnsen,S. (2005)[Global Sourcing & Purchasing Post 9/11: New Logistics Compliance Requirements And Best Practices](http://www.amazon.com/Global-Sourcing-Purchasing-Post-Requirements/dp/1932159398/ref=sr_1_8?ie=UTF8&s=books&qid=1245774111&sr=1-8)
7. Trautmann,G. (2008)[Global Sourcing](http://www.amazon.com/Global-Sourcing-Gerhard-Trautmann/dp/3834912689/ref=sr_1_9?ie=UTF8&s=books&qid=1245774111&sr=1-9)
8. [Brown](http://www.amazon.co.uk/exec/obidos/search-handle-url?%5Fencoding=UTF8&search-type=ss&index=books-uk&field-author=Douglas%20Brown),D. (2005). The Black Book of Outsourcing: How to Manage the Changes, Challenges and Opportunities.
9. [Greaver](http://www.amazon.co.uk/exec/obidos/search-handle-url?%5Fencoding=UTF8&search-type=ss&index=books-uk&field-author=Greaver) 1999. Strategic Outsourcing: A Structured Approach to Outsourcing Decisions and Initiatives.