## COX 1210 PURCHASING PRINCIPLES (3 CU)

**Course Description**

This course is designed to provide students with an introduction to basic concepts and issues in purchasing management. To support the purchasing role in identifying high-value sources of goods and services, strengthen relationships with supply chain partners, and ensure timely delivery, it is important to understand basic purchasing concepts and terminology.

In addition, the course also introduces students to the principles of purchasing and supply chain management used in organizations. It describes the various techniques that are useful in an organization.

**Course Objectives**

The course will enable students to;

* Understand purchasing and supply chain principles
* Link procurement and non procurement disciplines
* Know the factors affecting purchasing function in an organization
* Understand functions of the purchasing department
* Prepare organizational purchasing structures.

**Learning Outcomes**

At the end of the course students:

* Apply the principles of purchasing in organization.
* Relate the functioning of the purchasing department to other functional areas in the organization
* Explain the meaning of principles of purchasing.
* Identify the theories of purchasing that are implicit in their current approach to organisations.

**Intellectual, Practical and Transferable Skills**

* Problem solving, Analytical skills, Teamwork, Communications skills

**Teaching and Learning Pattern**

* Lecture method, Case studies, Keynote lectures, Student-led seminar presentations

**Indicative Content**

Introduction to purchasing and supply chain management; evolution of purchasing; the role of purchasing in an organization; types of purchases linkage between procurement and non-procurement disciplines; procurement objectives; the purchasing organization structure; factors influencing the location of purchasing in the organization; functions of the purchasing department; organization structures within purchasing.

**Assessment Method**

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

Course work assessment 30%

Final Examination 70%

100%

The minimum mark required to pass is 50%, 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. Baily, P; Farmer, D; Jessop, D, and Jones, D (2005)[*Purchasing, Principles and Management (9th Edition)*](http://www.amazon.com/Purchasing-Principles-Management-Peter-Baily/dp/0273646893/ref=sr_1_2?ie=UTF8&s=books&qid=1208784592&sr=1-2)
2. Baily, P; Farmer, D; Jessop, D; and Jones, D; (1994), [Purchasing Principles and Management](http://www.amazon.com/Purchasing-Principles-Management-Peter-Baily/dp/0273603191/ref=sr_1_6?ie=UTF8&s=books&qid=1208784592&sr=1-6)
3. Heinritz, S.F. (1991,)[*Purchasing: Principles and Applications*](http://www.amazon.com/Purchasing-Principles-Applications-Stuart-Heinritz/dp/0137420811/ref=sr_1_3?ie=UTF8&s=books&qid=1208784592&sr=1-3)
4. Lewis, H.T. (1940)[Industrial purchasing; Principles and practice](http://www.amazon.com/Industrial-purchasing-Howard-Thompson-Lewis/dp/B0006D6P8W/ref=sr_1_5?ie=UTF8&s=books&qid=1208784592&sr=1-5)
5. Goral, T; (2006), [*Principles of purchasing: smart buying strategies improve internal efficiencies and save money.(Business Technology):*](http://www.amazon.com/Principles-purchasing-strategies-efficiencies-Technology/dp/B0009H4M12/ref=sr_1_10?ie=UTF8&s=books&qid=1208784592&sr=1-10)
6. Waters, D. (2003)[Logistics: An Introduction to Supply Chain Management](http://www.amazon.com/Logistics-Introduction-Supply-Chain-Management/dp/0333963695/ref=sr_1_1?ie=UTF8&s=books&qid=1208784097&sr=1-1)
7. Masterman, J. (2002)[Introduction to Building Procurement Systems](http://www.amazon.com/Introduction-Building-Procurement-Systems-Masterman/dp/0415246423/ref=sr_1_8?ie=UTF8&s=books&qid=1208784097&sr=1-8)) -