## PRO 3102 INTERNATIONAL PROCUREMENT MANAGEMENT

**Short description**

This course enables students to understand the fundamental principles of international procurement process. The globalization of many businesses has lead to an increasingly strong linkage of international value added processes. With this development the management of materials, information and cash flows is becoming the decisive factor. In today’s business the international procurement approach is an important factor for increasing the performance of the supply-chain network

**Course objectives**

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

* Define international procurement
* Describe the international procurement process
* understand the elements of procurement from a international perspective
* source materials internationally and manage the supply chain professionally
* evaluate the impact of trade agreements and considerations.

**Learning Outcomes**

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

* Discuss the broad issues of international procurement
* utilize technical factors such as exchange rates, channels of distribution, or customs regulations to resolve problems.

**Intellectual, Practical and Transferable Skills**

Students will be able to:

* Analyze, think critically, evaluate, synthesize information, Solve Problems, Develop teamwork, Communicate, Research and forecast

**Teaching and Learning Pattern**

* Lecture method, case studies, keynote lectures, student-led seminar presentations, Group discussions, Mini research studies, Site visits

**Indicative Content**

Introduction to international procurement: Definition of international procurement, Differences and similarities between national and international procurement, Rationale for international procurement. The changing role of procurement in a globalizing world economy International procurement environment: Scope of international procurement  environment, Trends in the global market, different economic regions, effects of the world trade agreements and system, Hofsteds cultural matrix Stakeholders and their roles, The legal framework. The international procurement procedures: The procurement procedures, Clearing and customs procedures, quality considerations, security and insurance issues, International commercial terms, Payment procedures, Skills in international procurement, Challenges in international procurement  management

**Assessment Method**

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

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. Branch,A.E. (2008)[Global Supply Chain Management and International Logistics](http://www.amazon.com/Global-Supply-Management-International-Logistics/dp/0415398452/ref=sr_1_1?ie=UTF8&s=books&qid=1245421509&sr=1-1)
2. Mentzer,J.T; Myers,M.B. and Stank,T.P (2006).[Handbook of Global Supply Chain Management](http://www.amazon.com/Handbook-Global-Supply-Chain-Management/dp/1412918057/ref=sr_1_1?ie=UTF8&s=books&qid=1245421940&sr=1-1))
3. Long,D. (2003)[International Logistics: Global Supply Chain Management](http://www.amazon.com/International-Logistics-Global-Supply-Management/dp/1402074530/ref=sr_1_2?ie=UTF8&s=books&qid=1245421940&sr=1-2)
4. Mangan,J; Lalwani,C. and Butcher,T.(2008)[Global Logistics and Supply Chain Management](http://www.amazon.com/Global-Logistics-Supply-Chain-Management/dp/0470066342/ref=sr_1_3?ie=UTF8&s=books&qid=1245421940&sr=1-3)
5. Kotabe,M. and Mol,M.J (2006)[Global Supply Chain Management (Globalization of the World Economy)](http://www.amazon.com/Global-Supply-Management-Globalization-Economy/dp/1845421310/ref=sr_1_5?ie=UTF8&s=books&qid=1245421940&sr=1-5)
6. Mishra,S.S. (2009)[Social Accountability in Global Supply Chain Management](http://www.amazon.com/Social-Accountability-Global-Supply-Management/dp/8171945236/ref=sr_1_6?ie=UTF8&s=books&qid=1245421940&sr=1-6)
7. Lee,H.L and Shu Ming Ng, (1998)[Global Supply Chain and Technology Management](http://www.amazon.com/Global-Supply-Chain-Technology-Management/dp/0966372506/ref=sr_1_11?ie=UTF8&s=books&qid=1245421940&sr=1-11)
8. Lee,T. (2005) - Import [Global Supply Chain Management](http://www.amazon.com/LTM350-Global-Supply-Chain-Management/dp/047177975X/ref=sr_1_15?ie=UTF8&s=books&qid=1245422133&sr=1-15)
9. Taylor,D.L. (1996)[Global Cases in Logistics and Supply Chain Management](http://www.amazon.com/Global-Cases-Logistics-Supply-Management/dp/1861523955/ref=sr_1_17?ie=UTF8&s=books&qid=1245422133&sr=1-17)
10. Donald Waters,D. (2007)[Global Logistics: New Directions in Supply Chain Management](http://www.amazon.com/Global-Logistics-Directions-Supply-Management/dp/074944813X/ref=sr_1_18?ie=UTF8&s=books&qid=1245422133&sr=1-18)