

Course Syllabus

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MGMT 3163

Strategic Sourcing and Procurement

Course Description

This course will focus on the important topics of strategic sourcing and purchasing management. Topics covered will include: make versus buy decisions, global sourcing, supplier selection, supplier relations, supplier performance evaluation, strategic cost and risk management, negotiation, and concurrent engineering.

Course Prerequisites

Recommended: MGMT 3313

Required Materials

Johnson, P. F. & Flynn, A. E. (2015). Purchasing and supply management. (15th ed.). New York, NY: McGraw-Hill Education.

Accreditation

Southern Wesleyan University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools to award associate, baccalaureate, and masters degrees. Contact the Commission on Colleges at 1866 Southern Lane, Decatur, GA 30033-4097 or call 404-679-4500 for questions about the accreditation of Southern Wesleyan University.

Program Learning Outcomes

Students completing the Bachelor of Science (BS) in Business Administration are expected to:

- **Business Communication:** Become effective in both oral and written communication.
- **Teamwork and Collaboration:** Demonstrate leadership in effective collaboration, interacting and contributing as a team member to meet stated goals.
- **Social and Corporate Responsibility:** Exercise the ability to articulate the impact of corporate social responsibility for business and society.
- **Ethics and Christian Servant Leadership:** Model a clear perception of business ethics based on Christian principles and utilize leadership skills that reflect Christian servant leadership principles.
- **Problem-Solving and Decision Making:** Apply critical thinking skills to identify and solve problems using various analytical tools and technology.

Course Learning Outcomes

Upon successful completion of this course, students will be able to:

CLO#1	Diagnose the supply chain (Domestic and Global), determine the influences on operational and financial metrics, and the role of purchasing.
CLO#2	Evaluate the acquisition process and the three categories for supply decisions (Strategic, Operational, and Additional/Financial).
CLO#3	Discuss and analyze emerging issues including sustainability, challenges of managing risk in a global supply chain, and collaboration.
CLO#4	Determine purchasing issues which will face operating managers, such as legal and contractual considerations, negotiation, pricing and investment decisions, capital goods purchasing, and public sector issues.
CLO#5	Apply the Christian servant-leader role in the procurement process.

Course Learning Assignments and Assessments

Grading

Individual Case Studies	30%
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Discussions/Replies	15%
Individual Paper/Proposal/Sample Writing	30%
Individual Presentation	10%
Final Exam	15%
Total	100%

Individual Case Studies – 30%

Each student will be assigned a case according to groupings and write a 1.5 to 2 page paper addressing the issues in the case. This is an individual assignment. For instance, if you are assigned to Group 1, you will write your individual paper on Case 1-1, for Group 2, it will be Case 1-2, etc. Do not repeat the facts of the case. Critical analysis of the case is the major focus of this assignment.

Please ensure that the paper is APA formatted and written with good sentence and paragraph continuity. Also, integrate at least 2 reliable sources related to procurement/ supply chain management in addition to the textbook. These sources must be relevant to the topics in this session and the case studies. The Case Study will be of 1.5 to 2 pages not including the Title Page and the Reference Page. Please include a paragraph with Biblical integration -see Rubrics.

Discussions/Replies – 15%

Each student is expected to complete the assigned readings prior to each session. Additionally, each student should be attentive to current information such as newspaper and magazine articles relevant to the subjects covered in the course. Active participation in each discussion forum is essential.

The following guidelines should be used for discussion board posts, based on the Writing Manual of the School of Business:

It is expected that online postings will present relevant information with analysis and responses answering to the questions of each activity and instructions posted online. These responses need to be supported by the

chapters

assigned for that particular session and other course materials. Make sure to properly cite sources if they are

used for the analysis. The length may vary but substantive content is expected.

Students are expected to make an initial post by Wednesday night of the appropriate session, unless otherwise

instructed in the discussion forum instructions.

Length should be appropriate with the topic but typically at least a couple of well-written paragraphs. If appropriate

to the topic, source material should be cited using the APA style. Students should maintain anonymity of material

that is based on experience, i.e. do not name their own company or the names of individuals if responding to a

topic that asks them to share experiences related to the topic. Follow up posts to at least two other students and

faculty are required by Saturday night of the session. Responses should also be substantive and not be shallow

statements such as "I agree" or "I like your statement." Students should explain why the post to which they are

referring led them to think differently or piqued their interest in the topic, etc.

Students should include a section with their own personal experiences and cite sources for the analysis, listing

sources at the end of their postings, and complying with the APA style.

Instructions from the syllabus may include a section with biblical integration. This section shall be supported by

selections from Scripture and/or other relevant publications. It is not intended to be a subjective analysis.

Ethical

teachings and learning experiences can be included as well.

Students should post an initial response by 11:55 pm on Thursday and a reply to at least two classmates and faculty by 11:55 pm on Sunday.

Individual Research Paper – 30%

Each student will select a business or consumer service organization for analysis. Each student should assume that they have been hired by the company as management consultants to evaluate and improve the company's supply chain procurement and/or purchasing area; that the client wants a comprehensive analysis of the internal environment, recommendations and projected results. The theories, principles and techniques discussed in this course are to be applied in the paper. You must also include a paragraph at the end of this paper integrating ethical and biblical principles that will help make this

organization successful. This paragraph should include areas that you recommend integrating the ethical and biblical principles in the organization.

A short proposal for the topic and reasons you would like to pursue the study is due by the end of Session Two. After you have discussed the type of organization you would like to study with the instructor, you will develop a tentative table of contents. It can be an organization you know, a publicly traded corporation with information available to you, a non-profit, or a family business in need of a study of procurement and acquisition. By the end of Session Four, you will submit a tentative table of content of your Individual Research Paper. Also, you will write the Introduction of your report as a sample writing for instructor's feedback. These are the required sections (you will include the main headings after discussing the topic with the instructor via INBOX and conducting exploratory research):

Table of Contents

Introduction

Organizational Background

Main Heading One (first topic to be studied; please include your heading and subheadings)

Main Heading Two (second topic to be studied; include your own subheadings as needed)

Main Heading Three (a third topic is optional; at least two are required)

Conclusions

Recommendations

Biblical Integration

List of References

Make sure you comply with the APA style.

You will incorporate the feedback to the tentative table of contents and sample writing into the research. The final research report is due by the end of Session Six. Please exercise good time management. The following are the expectations for the final research report following the Writing Manual of the School of Business:

The expected length of individual short paper for graduate programs is between 15 to 20 pages. This range is a reference. Instructors can provide specific requirements in their courses. Regardless of the length, students are expected to provide sufficient evidence in support of the topics presented and exercise critical thinking in the conclusions and recommendations of each report. For graduate work, original contributions to the analysis and conclusions, and not just a description of issues are required.

The analysis in the paper will be supported by at least 12 peer-reviewed (academic) references with empirical studies in addition to industry reports and/or professional publications and data. Please remember that

these

ranges are minimum requirements.

Comprehensive research reports usually include the submission of Interim Reports or drafts with their own set of requirements and rubrics before the final report is submitted.

Make sure the report has a “green” or “blue” assessment by “Turnitin.”

Individual Presentation – 10%

Students will create a slide presentation based on the analysis, conclusions, and biblical integration of the individual

research paper. This presentation is due by the end of Session Five and will be posted during Session Seven for class

discussion.

The content of the presentation follows the same sequence of the table of contents of the individual research report. Make sure you edit the presentation to make it interesting to the class and cite sources when using findings from others. Also, make sure you review the rubrics for the presentation and the research reports in detail.

Final Exam – 15%

There will be a Final Exam administered during Session Seven of this course. This exam will consist of 30 multiple choice questions. The course is designed for you to receive frequent feedback and be ready for a final exercise of concept review at the end.

GRADE EQUIVALENCY TABLE

All grades are reported in a system of eleven letter grades designated as “A” through “F” with appropriate plus and minus additions reflecting the following scheme:

Percentage Value	Letter Grade	Numeric Value for GPA
93-100	A	4.0
90-92	A-	3.7
86-89	B+	3.4

83-85	B	3.0
80-82	B-	2.7
76-79	C+	2.4
73-75	C	2.0
70-72	C-	1.7
65-69	D+	1.4
60-64	D	1.0
<60	F	0.0

Course Policies

Attendance Policy

Regular attendance is a key to success in the course. Please refer to the Attendance Policy outlined in the Catalog for full details of the SWU policy on attendance.

Online attendance is based on completion of at least one designated assignment by the due date/time posted within the course site for each session. Online activities may include lecture, assignments, readings, discussion forums, and assessments (e.g. quizzes, tests).

Late Assignment Policy

Assignments

Meeting assigned due dates is critical for demonstrating progress and ensuring appropriate time for instructor feedback on assignments. Students are expected to submit their assignments on or before the due date. Assignments are due by midnight on the days specified. Students can expect a 20% reduction of their grade for each day an assignment is late. Students who submit assignments more than four days late will receive a grade of zero on the assignment.

In the case of extenuating circumstances (such as hospitalization, child birth, major accident, injury or bereavement), it is the responsibility of students to contact the instructor as soon as practicable. The

instructor may waive the late penalty if the circumstances are justified.

Students must submit final course assignments no later than the last day of the term. No assignments are accepted after the last day of the term.

Discussions

Students must submit discussion board postings during the time frame indicated. Discussion board submissions will not be accepted for credit after the deadline.

Communication

The course site (Canvas) and SWU email are the primary tools for class communication, assignments, handouts, etc. All participants must have access to the course site and SWU e-mail and are expected to access them on a daily basis.

While it is important to maintain good communication with the instructor, Internet connectivity problems and home computer problems are not considered adequate excuses for missing assigned class work.

Technology Requirements

To be successful in this course, all participants are expected to ensure their technology equipment meets the [recommendations](http://www.swu.edu/about-swu/technology-services/computer-recommendations/) [\(http://www.swu.edu/about-swu/technology-services/computer-recommendations/\)](http://www.swu.edu/about-swu/technology-services/computer-recommendations/) provided by SWU's Technology Services.

Students requiring technical support related to their courses or other SWU-provided technologies should send an e-mail to helpdesk@swu.edu or call 864.644.5050.

Academic Honesty











Honesty in all matters - including honesty in academic endeavors - is a valued principle at Southern Wesleyan University. It is the expectation of the university that all those joining the academic program will act with integrity in all matters.








No forms of academic dishonesty will be tolerated. Students are encouraged to help each other maintain these high standards. All academic dishonesty should be reported to the faculty directly. Faculty, upon evidence of academic dishonesty (cheating, plagiarism, or misuse of another's intellectual property), either by voluntary confession, report of another student, or on the basis of work submitted, must follow the procedure outlined in the Catalog (under *Academic Honesty*). This includes but is not limited to a zero for the work involved, 10% course grade reduction, or a failing grade for the course. Unresolved cases may be appealed using the Appeal Process outlined in the Catalog (under *Academic Honesty*).

Accommodations for Students with Disabilities

Southern Wesleyan University is committed to providing equitable access to learning opportunities for all students. Accommodations can be made for students with disabilities, as outlined in "Services for Students with Disabilities" found in mySWU's Student tab under The Learning Center. Any student desiring accommodations must send the request and all documentation to the Student Success Coordinator in Rickman Library 224. Call 864-644-5036 for more information.

Course Summary:

Date	Details	Due
	 Final Exam https://swu.instructure.com/courses/2584616/assignments/22466214	
	 Roll Call Attendance https://swu.instructure.com/courses/2584616/assignments/22466224	
	 Session Five - Discussion Question One https://swu.instructure.com/courses/2584616/assignments/22466220	
	 Session Four - Case Study https://swu.instructure.com/courses/2584616/assignments/22466225	
	 Session Four - Discussion Question https://swu.instructure.com/courses/2584616/assignments/22466219	
	 Session One - Case Study https://swu.instructure.com/courses/2584616/assignments/22466226	
	 Session One - Discussion Question One https://swu.instructure.com/courses/2584616/assignments/22466216	
	 Session Seven - PowerPoint Presentation for Individual Paper https://swu.instructure.com/courses/2584616/assignments/22466227	
	 Session Seven: Discussion Question https://swu.instructure.com/courses/2584616/assignments/22466222	
	 Session Six - Individual Paper https://swu.instructure.com/courses/2584616/assignments/22466228	

Date	Details	Due
	 Session Six: Discussion Question (https://swu.instructure.com/courses/2584616/assignments/22466221)	
	 Session Three - Case Study (https://swu.instructure.com/courses/2584616/assignments/22466229)	
	 Session Three - Discussion Question (https://swu.instructure.com/courses/2584616/assignments/22466218)	
	 Session Two - Case Study (https://swu.instructure.com/courses/2584616/assignments/22466231)	
	 Session Two - Discussion Question (https://swu.instructure.com/courses/2584616/assignments/22466217)	
	 Session Two: Topic Proposal (https://swu.instructure.com/courses/2584616/assignments/22466232)	
	 Tentative Table of Content and Sample Writing (https://swu.instructure.com/courses/2584616/assignments/22466233)	