

ORIGINATOR'S SECTION:

1. College: CHABSS CoBA
 CoEHHS CSM

Desired Term and Year of Implementation (e.g., Fall 2008):
 Spring 2019

2. Course is to be considered for G.E.? (If yes, also fill out appropriate GE form*) Yes No

3. Course will be a variable-topics (generic) course? Yes No
 ("generic" is a placeholder for topics)

4. Course abbreviation and Number:* OM 634

5. Title: (Titles using jargon, slang, copyrighted names, trade names, or any non-essential punctuation may not be used.)
Global Procurement and Strategic Sourcing

6. Abbreviated Title for PeopleSoft:
 (no more than 25 characters, including spaces)
 Procurement and Sourcing

7. Number of Units: 2

8. Catalog Description: (Not to exceed 80 words; language should conform to catalog copy. Please consult the catalog for models of style and format; include all necessary information regarding consent for enrollment, pre- and/or corequisites, repeated enrollment, crosslisting, as detailed below. Such information does not count toward the 80-word limit.)

Focuses on the tools, techniques, strategies and processes used by world-class global procurement organizations. Role playing simulations and case studies will be used. Topics include: make vs. buy analysis, strategic sourcing process, negotiation of supplier pricing and terms, contract management of commercial and government contracts, supplier management, risk management, and the Procure-to-Pay (P2P) Process.

Course Prerequisite: MGMT 602

9. Why is this course being proposed?

This course fits within the Supply Chain Management Specialization of SAMBA. Procurement and sourcing is one of the most important aspects of supply chain management. This course helps an SAMBA SCM student to understand the strategic sourcing process and the techniques and tools to optimally source goods and services, such as total cost modeling and replenishment models. Moreover, it covers the procure-to-pay (P2P) cycle including strategies for streamlining P2P processes, improving interactions between functions, and identifying current trends and technologies in the market. In addition, it allows students to identify and assess elements of make-vs-buy decisions including the analysis of indirect and direct costs and purchase vs. lease options.

10. Mode of Instruction*

For definitions of the Course Classification Numbers:
http://www.csusm.edu/academic_programs/curriculumscheduling/catalogcurricula/DOCUMENTS/Curricular_Forms_Tab/Instructional%20Mode%20Conventions.pdf

Type of Instruction	Number of Credit Units	Instructional Mode (Course Classification Number)
Lecture	2	C2
Activity		
Lab		

11. Grading Method:*
 Normal (N) (Allows Letter Grade +/-, and Credit/No Credit)
 Normal Plus Report-in-Progress (NP) (Allows Letter Grade +/-, Credit/No Credit, and Report-in-Progress)
 Credit/No Credit Only (C)
 Credit/No Credit or Report-in-Progress Only (CP)

12. If the (NP) or (CP) grading system was selected, please explain the need for this grade option.

13. Course Requires Consent for Enrollment? Yes No

Faculty Credential Analyst Dean Program/Department - Director/Chair

Track ✓
 RP —
 PS —
 BY: _____

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* If Originator is uncertain of this entry, please consult with Program/Department Director/Chair.

14. Course Can be Taken for Credit More than Once? Yes No
 If yes, how many times? (including first offering)

15. Is Course Crosslisted: Yes No
 If yes, indicate which course and check "yes" in item #22 below.

16. Prerequisite(s): Yes No MGMT 602

17. Corequisite(s): Yes No

18. Documentation attached:
 Syllabus Detailed Course Outline

19. If this course has been offered as a topic, please enter topic abbreviation, number, and suffix:* OM 634

20. How often will this course be offered once established?* Once a year

PROGRAM DIRECTOR/CHAIR - COLLEGE CURRICULUM COMMITTEE SECTION:
(Mandatory information – all items in this section must be completed.)

21. Does this course fulfill a requirement for any major (i.e., core course or elective for a major, majors in other departments, minors in other departments)? Yes No
 If yes, please specify:
 Supply Chain Management Specialization for MBA, Specialized Accelerated option.


22. Does this course impact other discipline(s)? (If there is any uncertainty as to whether a particular discipline is affected, check "yes" and obtain signature.) Yes No
 If yes, obtain signature(s). Any objections should be stated in writing and attached to this form.


Discipline _____	Signature _____	Date _____	_____ Support _____ Oppose
Discipline _____	Signature _____	Date _____	_____ Support _____ Oppose


SIGNATURES : (COLLEGE LEVEL) :

(UNIVERSITY LEVEL)

1. Originator (please print or type name) Annie Ngo 4/20/17
 Date

2. Program Director/Chair  5/11/17
 Date

3. College Curriculum Committee  8/27/17
 Date

4. College Dean (or Designee)  8-31-17
 Date

5. UCC Committee Chair _____ Date

6. Vice President for Academic Affairs (or Designee) _____ Date

7. President (or Designee) _____ Date

* If Originator is uncertain of this entry, please consult with Program/Department Director/Chair.

Global Procurement and Strategic Sourcing
[Semester]
One day a week course, 2 units

Instructor: Annie Ngo, Ph.D., M.B.A.
Office: MARK 441
Office Hours: TBD
Telephone: 858-232-6217
Email: ango@csusm.edu

Course Description

Global procurement has become a way for organizations to meet the challenges of new markets and global competitors while also creating shareholder and customer value. CEO's and CFO's recognize that their competitive success is linked to the performance of their procurement and strategic sourcing function. This course will focus on the tools, techniques, strategies and processes used by world-class global procurement organizations. Role playing simulations and case studies will be used. Topics include: make vs. buy analysis, strategic sourcing process, negotiation of supplier pricing and terms, contract management of commercial and government contracts, supplier management, risk management, and the Procure-to-Pay (P2P) Process.

Course Prerequisites

TBD

Student Learning Outcomes

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

1. Recognize strategic sourcing processes and the techniques and tools to optimally source goods and services, such as total cost modeling and replenishment models.
2. Identify and assess elements of make-vs-buy decisions including the analysis of indirect and direct costs and purchase vs. lease options.
3. Demonstrate knowledge of negotiation strategies regarding pricing, terms and conditions, and service levels.
4. Explain the differences between commercial and government contracts in each of the contract management phases, including specification development, solicitation, pre-award clarifications, post-award modifications, contract monitoring, and close out.
5. Describe best practices on how to effectively manage supplier relationships, develop supplier evaluation scorecards, and implement supplier risk management.
6. Understand the procure-to-pay (P2P) cycle including strategies for streamlining P2P processes, improving interactions between functions, and identifying current trends and technologies in the market.
7. Recognize ethical, contractual, and legal issues faced by procurement professionals in private and public sectors.

Required textbook: *Purchasing and Supply Chain Management*, 6th Edition (2015) by Monczka, Handfield, Guinipero, and Patterson. ISBN: 978-1285869681

Supplemental Materials to be provided by instructor:

Additional readings, articles, and resources are available via Cougar Courses.

Course Policies

Academic Honesty

Students will be expected to adhere to standards of academic honesty and integrity, as outlined in the Student Academic Honesty Policy. All assignments must be original work, clear and error-free. All ideas/material that are borrowed from other sources must have appropriate references to the original sources. Any quoted material should give credit to the source and cite accordingly.

Academic Honesty and Integrity: Students are responsible for honest completion and representation of their work. Your course catalog details the ethical standards and penalties for infractions. There will be zero tolerance for infractions. If you believe there has been an infraction by someone in the class, please bring it to the instructor's attention. The instructor reserves the right to discipline any student for academic dishonesty, in accordance with the general rules and regulations of the university. Disciplinary action may include the lowering of grades and/or the assignment of a failing grade for an exam, assignment, or the class as a whole. It is recommended that students be referred to the full Academic Honesty Policy at https://www.csusm.edu/policies/active/documents/Academic_Honesty_Policy.html

Accommodations

Students with disabilities who require academic accommodations must be approved for services by providing appropriate and recent documentation to the Office of Disability Support Services (DSS). This office is located in Craven Hall 4300, and can be contacted by phone at (760) 750-4905, or TDD (760) 750-4909. Students authorized by DSS to receive accommodations should meet with me during my office hours or in a more private setting in order to ensure your confidentiality.

Add/Drop

Students are responsible for understanding all processes and timelines associated with adding or withdrawing from a course. Published detailed information can be found with the Class Schedule on the CSUSM website.

Assignment Deadlines and Late Work

Assignments are considered late if submitted after the due dates and times listed in the course schedule. Technological issues are not considered valid grounds for late assignment submission. **Late assignments will not be accepted or graded.** Please contact the instructor **BEFORE** the assignment due date if you have extenuating circumstances. Plan ahead and do not wait until 24 hours prior to a due date to work on an assignment.

Class Participation & Attendance

Attendance is required and expected for this course. Your attendance will contribute to both your learning and the learning of your peers. Students who are absent from a class meeting are still responsible for the materials and assignments in accordance with the due dates listed in the

syllabus. Similar to attending class, arrival to class on time is expected. **Arriving to class tardy (or leaving early) for three class sessions will count as one absence.**

Students are expected to participate in all activities, exercises, and discussions. Your comments should be focused on and relevant to the topic being discussed. Take care not to dominate discussions. You should be courteous and civil as well as open and engaged. Think "Step up and step back" - if you aren't speaking up much, challenge yourself to share and if you find yourself speaking up frequently, wait and give others a chance to speak.

Respect for Diversity

The diversity of backgrounds, thoughts, beliefs that students bring to this class should be viewed as a resource, strength, and benefit, and should be respected. It is expected that each member of the class treat the other members with dignity and respect. Individuals' opinions should be respected and valued, even if they are not in line with your own opinions.

University Credit Hour Policy

Students are expected to spend a minimum of two hours outside of the classroom each week for each unit of credit engaged in learning. Therefore, as a two-unit course, students are expected to spend at least four hours a week outside of the classroom on readings, homework assignments, projects, group work, etc.

University Writing Requirement: CSUSM has established a 1700-word writing requirement for 2-unit courses. To meet this requirement, each student will complete individual and group case studies as well as a group report and presentation.

Course Evaluation

<i>Activity</i>	<i>Points</i>	<i>Due Date</i>
Individual Case Analyses:		
• <i>Improving P2P and Reduction Cost at Bank of America</i>	10 pts	Week 3
• <i>Risk Evaluation in New Delhi (Case #7)</i>	10 pts	Week 15
Team Case #6: Make vs Buy Flexcon Piston	15 pts	Week 5
Team Case #4 Negotiation Role Play: Porto with Reflection	15 pts	Weeks 7 and 9
Midterm Exam	20 pts	Week 8
Contract Review and Revision Assignment (with a partner)	5 pts	Week 11
Developing a Scorecard Assignment (with a partner)	5 pts	Week 14
Final Group Presentation with Written Executive Summary	20 pts	Finals Week
Total Points	100	

Grading Scale

100-93	92-90	89-87	86-83	82-80	79-77	76-73	72-70	60-69	59-0
A	A-	B+	B	B-	C+	C	C-	D	F

Graded Components

Individual Case Analyses (20 points): There are two (2) individual case study assignments. The written analysis, including any supporting data, should be uploaded into Cougar Courses by Noon on the due dates listed on the course schedule. Bring a copy for class discussion.

Team Case Study #6 Write Up & Discussion (15 points): Students will be put into groups of four to analyze the Make vs Buy Flexcon Piston Decision. The written analysis, including any supporting data, should be uploaded into Cougar Courses by Noon on the assigned due date. Your group will participate in a class discussion on the case on the assigned due date. Peer reviews will be completed by each group member to determine the individual grade.

Team Negotiation Role Play (10 points): Students will be put into groups of four (2 vs 2) and will participate in a **role play negotiation** simulation. Your team will prepare a negotiation strategy (to be submitted into Cougar Courses before class) and conduct the negotiation in class. This assignment emphasizes group negotiations, pricing analyses, and identifying terms for negotiation.

Negotiation Simulation Reflection Paper (5 points): After the role play simulation, students are to individually analyze their negotiation experiences. Critically reflect upon the role you played during the simulation. Comment on the dynamics you observed, the role you played and what you can do to improve for future negotiations. Tie your critical reflections to the academic literature from the course.

Midterm Exam (20 points): covers course content from the first half of the semester and is comprised of multiple choice, true/false, short answer, and essay questions.

Contract Review and Revision Assignment (5 points): You will review and redline a sample supply agreement that is poorly structured with a partner.

Developing a Scorecard Assignment (5 points): You will read the White Paper on Scorecards in the Healthcare Industry and develop a scorecard based on the assigned reading with a partner.

Final Group Presentation with Written Executive Summary (20 points): Students will be put in teams of four to prepare a group presentation with written executive summary. Teams may choose a project from their own company subject to approval of the instructor or one from a list of projects selected for this course. Given the strategic nature of this course, this project requires students to demonstrate course knowledge integrated with other fields of knowledge such as marketing, finance, accounting, human resources, organizational design, and supply chain management, etc.

Course Schedule

Week	Topics in Class	Assignments Due
1	Syllabus, Course Overview Introduction to Purchasing & Supply Chain Mgmt (Ch. 1)	
2	The Purchasing Process, Policies, and Procedures: Improving the P2P Process (Ch. 2 and 3)	
3	Strategic Sourcing: Category Strategy + Total Cost Modeling + Replenishment Models (Ch. 6 and Supplemental Readings on CC)	Bank of America Case: Improving P2P
4	Make vs Buy, Insourcing, Outsourcing, Subcontracting (Supplemental Readings on CC)	
5	Supplier Evaluation & Selection + Worldwide Sourcing (Ch. 7 and 10)	Make vs Buy Team Case Analysis (Case #6)
6	Strategic Cost Management: Pricing, Terms (Ch. 11 and Supplemental Readings on CC)	
7	Negotiation (Ch. 13) + In-Class Porto Negotiation Roleplay	Prenegotiation Data (Team Case #4)
8	Midterm	
9	Contract Management - Commercial Contracts (Ch. 14)	Negotiation Reflection
10	Understanding the FAR and DFARS + Defense Contractor Procurement Compliance Guest Speaker (Supplemental Readings on CC)	
11	Purchasing Law & Ethics (Ch. 15) + Contracting Ethics In-Class Case Study	Contract Review and Revision Assignment
12	Supplier Management: Relationship Management (Ch. 9)	
13	Supplier Management: Performance Measurement and Evaluation through Balanced Scorecards (Ch. 19 + Healthcare White Paper)	
14	Risk Management (Supplemental Readings on CC)	Scorecard Assignment
15	Purchasing and Supply Trends and Technologies (Ch. 20) + Wrap-Up	Case #7: Risk Evaluation
Final	Group Presentations	Presentation & Written Executive Summary

The instructor reserves the right to change or modify the syllabus at any time