



**GUJARAT TECHNOLOGICAL UNIVERSITY**  
**Programme: Master of Business Administration, 3<sup>rd</sup> Semester**  
**Branch: Logistic & Supply Chain Management**  
**Subject Name: Procurement Management**  
**Subject Code: 1539704**

**1. Learning Outcome:**

Learning Outcome Component	Learning Outcome (Learner will be able to)
Business Environment and Domain Knowledge (BEDK)	<ul style="list-style-type: none"> <li>Define and explain basic concepts of Procurement Management (such as Sourcing, Procurement and Purchasing.) Strategies related to purchasing management in alignment of Material Management with Supply Chain.</li> <li>Interpret Risks associated with purchasing process and its mitigation.</li> </ul>
Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	<ul style="list-style-type: none"> <li>Evaluate Different Methods of Buying</li> <li>Analyze Make or Buy Decisions</li> </ul>
Global Exposure and Cross-Cultural Understanding (GECCU)	<ul style="list-style-type: none"> <li>Interpret the influence of IT in Sourcing, Global Tenders and E-Procurement.</li> </ul>
Social Responsiveness and Ethics (SRE)	<ul style="list-style-type: none"> <li>Evaluate the Environmental Issues &amp; Green Purchasing that influence of economic policies and welfare of a country's citizens.</li> </ul>
Effective Communication (EC)	<ul style="list-style-type: none"> <li>Evaluate Existing Vendors, Developing Vendor Performance Measures, New Vendor Development Process and Vendor Relationship Development.</li> </ul>
Leadership and Teamwork (LT)	<ul style="list-style-type: none"> <li>Recommend Methods of Sourcing, Make or Buy Decisions, Day-to-Day v/s Long Term Sourcing.</li> </ul>

**LO - PO Mapping: Correlation Levels:**

**1 = Slight (Low); 2 = Moderate (Medium); 3 = Substantial (High), “-“= no correlation**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
LO1: Define and explain basic concepts of Procurement Management (such as Sourcing, Procurement and Purchasing.) Strategies related to purchasing management in alignment of Material Management with Supply Chain	3	1	1	2	-	-	1	-	1
LO2: Interpret Risks associated with purchasing process and its mitigation	2	2	2	-	-	-	-	2	2
LO3: Evaluate Different Methods of Buying	2	2	1	-	-	-	-	2	2
LO4: Analyze Make or Buy Decisions	3	2	1	-	1	2	-	2	1
LO5: Interpret the influence of IT in Sourcing, Global Tenders and E-Procurement	1	2	1	1	3	2	1	2	3



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LO6: Evaluate the Environmental Issues & Green Purchasing that influence of economic policies and welfare of a country's citizens.	2	-	1	-	3	-	3	-	1
LO7: Evaluate Existing Vendors, Developing Vendor Performance Measures, New Vendor Development Process and Vendor Relationship Development.	1	3	1	1	3	1	-	3	1
LO8: Recommend Methods of Sourcing, Make or Buy Decisions, Day-to-Day v/s Long Term Sourcing.	2	2	-	3	-	3	-	2	2

2. **Course Duration:** The course duration is of **40 sessions of 60 minutes each.**

3. **Course Contents:**

Module No:	Contents	No. of Sessions	70 Marks (External Evaluation)
I	<p><b>Framework of Procurement Management</b>            Introduction to Sourcing, Sourcing v/s Procurement, purchasing: Purchasing Cycle, 8 R's of Purchasing, Role of a Purchasing Manager, Risks associated with purchasing process and its mitigation, Placing Orders, Budgets and Expense Allocation, Establishing Concept and applications of Make or Buy Decision, Types and Methods of Sourcing in Retail, Centralized v/s Decentralized Approaches, Single Sourcing vs Multiple Sourcing, Day-to-Day v/s Long Term Sourcing, Case Studies and Latest Updates.</p> <p><b>Aligning Inventory Objectives with Procurement</b>            What are the objectives of purchasing management at strategic in alignment of Material Management with Supply Chain, Role of purchasing in Supporting Inventory Objectives, Hedging vs. Forward Buying, Managing Price Fluctuation and Volatility in International Finance, Payment Modes, Matching Supply with Customer Demand, Managing Inward Logistics. Case Studies and Latest Updates.</p>	12	20
II	<p><b>Processes in Procurements</b>            Market Analysis and Supplier Research, Identifying Prime Sources of Suppliers' Information, Request for Proposal, Different Methods of Buying, Fundamental Steps of the Buying Process, Terms and Condition of Purchase, Buying</p>	10	18



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	Documentation, Negotiation in Procurement, Use of IT in Sourcing, Global Tenders and E-Procurement, Reverse Auctions, Overview of Global Purchasing,		
<b>III</b>	<b>Vendor Selection in Procurement</b> Vendor Selection Process, Evaluation of Existing Vendors, Developing Vendor Performance Measures, New Vendor Development Process, Working with Suppliers to Manage Quality, JIT and TQM in Sourcing, Key Supplier Account Management, Vendor Relationship Development, Vendor Monitoring, Promoting SME suppliers. Case Studies and Latest Updates.	08	15
<b>IV</b>	<b>Global Procurement Management</b> Global Trade Barriers, Dealing with International Suppliers, UNO and GATT conventions, Legal, Socio-Cultural Issues in International Buying, Environmental Issues & Green Purchasing, Industry Best Practices, Measurement of Sourcing Performance, Benchmarking in Retail Purchasing. Case Studies and Latest Updates.	10	17
<b>V</b>	<b>Practical:</b> <ul style="list-style-type: none"> <li>○ Instructions: Choose a recent case study, analyze its procurement processes, strategies, challenges, and outcomes. Evaluate effectiveness, discuss global impacts, and propose improvement recommendations in a concise report format.</li> <li>○ Submission: Submit a professional report with sections covering introduction, case background, analysis, findings, recommendations, and conclusion by the deadline. Ensure proper citation of sources.</li> </ul>	---	(30 marks CEC)

**4. Pedagogy:**

- ICT enabled Classroom teaching.
- Case study
- Practical / live assignment
- Interactive classroom discussions

**5. Evaluation:**

Students shall be evaluated on the following components:

<b>A</b>	<b>Internal Evaluation</b>	<b>(Internal Assessment- 50 Marks)</b>
	• Continuous Evaluation Component	30 marks
	• Class Presence & Participation	10 marks
	• Quiz	10 marks
<b>B</b>	<b>Mid-Semester examination</b>	<b>(Internal Assessment-30 Marks)</b>
<b>C</b>	<b>End –Semester Examination</b>	<b>(External Assessment-70 Marks)</b>



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**6. Reference Books:**

No.	Author	Name of the Book	Publisher	Year of Publication / Edition
1	Sollish, F. and Semanch, J.	Strategic Global Sourcing: Best Practices	Wiley Publications	Latest Edition
2	Chopra and Miendl,	Supply Chain Management: Strategy, planning and operation	Pearson Books	Latest Edition
3	Sherry R. Gordon	Supplier Evaluation and Performance Excellence: A Guide to Meaningful Metrics and Successful Results.	J. Ross Publishing	J. Ross Publishing
4	B S Sahay	Emerging Issues in Supply Chain Management	McMillan	Latest Edition
5	Alan Harrison	Logistics Management and Strategy	Pearson	Latest Edition

**Note:** Wherever the standard books are not available for the topic appropriate print and online resources, journals and books published by different authors may be prescribed.

**7. List of Journals / Periodicals / Magazines / Newspapers / Web resources, etc.**

1. Harvard Business Review: Provides insights into procurement strategies, risk mitigation, and case studies.
2. Journal of Purchasing and Supply Management: Focuses on research articles related to procurement processes, vendor selection, and supply chain management.
3. Supply Chain Management Review: Covers topics such as sourcing strategies, inventory management, and global procurement trends.
4. Procurement Leaders Magazine: Offers articles, interviews, and case studies on procurement best practices and industry updates.
5. The Wall Street Journal: Features articles on global trade barriers, international suppliers, and economic trends impacting procurement management.