SCIM 233 PURCHASING & SUPPLY MANAGEMENT
FALL SEMESTER, 2020

Professor: Dr. Mark F. Hartley
Office: The J.C. Long Building, 9 Liberty Street, #312

Class Hours:
DSCI 232-04: M, 5:30 – 8:15PM, EdCtr 108
SCIM 233-01: T/TH, 10:50AM – 12:05PM Tate 315
DSCI 232-05: T/TH, 12:15 – 1:30PM, EdCtr 108
DSCI 232-07: T/TH, 3:05 – 4:20PM, EdCtr 108

Office Hours:
T/TH: 9:30AM – 10:30AM, 2:00PM – 3:00PM
and M: 3:00PM – 5:00PM, and by appointment.

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Text Web Site: www.mhhe.com/johnson16e

Course Catalog Description: The organization and operation of the procurement function and the acquisition and management of materials. Emphasis is placed on quality and continuous improvement, quantity and inventory issues, delivery strategy, pricing and cost management, supplier selection and evaluation, global supply issues, legal and ethical considerations, and standards of performance.

Prerequisites: Junior Standing (60 or more completed hours)


Learning Objectives:

a. To understand the objectives, activities, and responsibilities of supply management, and its various organizational structures.

b. To understand the role of quality in supply management, quality management tools, quality standards, and quality certification and awards program.

c. To understand the role of logistics in supply management, transportation industry segments, selection methods, logistics strategy and organization.

d. To understand how suppliers establish price, government’s influence on pricing, the competitive bidding process, discounts, strategic cost management, and negotiation.

e. To understand the supplier selection decision, identifying evaluating potential sources, supplier development, evaluating potential sources, measuring supplier performance, supplier relations, partnerships, and strategic alliances.

f. To understand buyer and seller legal authority and liability, the Uniform Commercial Code, common law, alternative dispute resolution, and ethics in supply management.

Grading Scale:
A (4.0) 93-100  A- (3.7) 90-92.99  B+ (3.3) 88-89.99
B (3.0) 83-87.99  B- (2.7) 80-82.99  C+ (2.3) 78-79.99
C (2.0) 73-77.99  C- (1.7) 70-72.99  D+ (1.3) 68-69.99
D (1.0) 63-67.99  D- (0.7) 60-62.99  F (0.0) 0-59.99

Approximate Grade Composition:
EXAMS (3) 60% (equal weight)
SAP Material 10%
Out of Class Assignments 30%
EXAMS: There are three (3) regular exams during the semester, and will cover outlined material from the text as well as any talks by guest speakers, and/or required readings, handouts or other assignments. The exams are of equal weight, and the last exam is NOT comprehensive. Typical exams will be comprised of an equally weighted combination of extended discussion questions, short answer questions, and objective questions. The extended discussion portion will be assigned as a take-home portion prior to exam day to allow Internet and/or library research, and is to be turned in with your in-class exam for credit.

OUT OF CLASS ASSIGNMENTS: During the semester you will be given approximately 10-12 assignments, including preparations of cases, outside Internet and library research on specific topic areas of the course, and reports from any required readings. This portion of your grade also includes CLASS PARTICIPATION. Bring your assignments to class on the day we cover the assignment in class. However, you must turn in your assignments in the appropriate OAKS dropbox for credit. E-mail will only be accepted as a back-up method for turn in. When e-mailing homework as your last resort, use hartleym@cofc.edu, and in the subject box, type SCIM233, the assignment name, and your name.

SAP EXERCISE: We will incorporate the SAP enterprise resources planning software system into the course to familiarize you with this powerful tool used by 335,000 corporate customers in organizations in 190 countries worldwide. 75% of the world’s transactions are managed on SAP, and most of our School of Business employers want you to be SAP capable when you graduate.

Attendance Policy: Attendance will be kept via Zoom for online classes, and, if we return to campus for in-person classes, via attendance sheets. Please make sure your Zoom identity is exactly the same as your CofC identity. Keeping attendance is only to let the Registrar know if any students are not regularly attending so they can contact you to find out why. You will not be required to explain any absence to me, and I will consider any absence an excused absence for purposes of your grade in this course.

We will be using OAKS and your E-mail address as contact points throughout the semester. Check both daily to keep up to date on things pertaining to the course.

Finally: If a problem develops during the course or if you feel you need extra help with concepts, don’t hesitate to come to my office for help. Use my office hours for your benefit. That’s why I have them. This IS NOT a hard, heavily quantitative course, it’s a FUN and very useful course, and I’m positive you will enjoy it!
General Course Outline:

→ **EXAM 1 Material**
1. **PURCHASING AND SUPPLY MANAGEMENT**: Purchasing and supply management, supply contribution, supply qualifications and associations, challenges ahead.
2. **SUPPLY STRATEGY**: Strategic planning and its challenges, risk management, strategic components.
3. **SUPPLY ORGANIZATION**: Objectives of supply management, organizational structures, supply activities and responsibilities, supply teams.
4. **SUPPLY PROCESSES AND TECHNOLOGY**: The supply management process, steps in the supply system, improving process efficiency and effectiveness, information systems and the supply process, policy and procedures manual.
5. **MAKE OR BUY, INSOURCING, AND OUTSOURCING**: Make or buy, subcontracting, insourcing, outsourcing, supply’s role and implications.
6. **NEED IDENTIFICATION AND SPECIFICATION**: Need criteria, categories of need, early supply and supplier involvement, methods of description, standardization and simplification.

→ **EXAM 2 Material**
7. **QUALITY**: Role of quality in supply management, defining quality, the cost of quality, quality management tools, quality standards and awards program.
8. **QUANTITY AND INVENTORY**: Quantity and timing issues, forecasting, determining order quantities and inventory levels, planning requirements, functions and forms of inventories, inventory management.
9. **DELIVERY**: Logistics, transportation, transportation industry segments, modes and carriers, types of carriers, selection of mode and supplier, transportation and logistics strategy, organization for logistics.
10. **PRICE**: Relation of cost to price, how suppliers establish price, government influence on pricing, types of purchases, quotations and competitive bidding, discounts, contract options, forward buying and the commodities market.
11. **COST MANAGEMENT**: Strategic cost management, cost management tools, negotiation.
12. **SUPPLIER SELECTION**: The supplier selection decision, identifying potential sources, supplier development and reverse marketing, evaluating potential sources, ranking potential suppliers.

→ **EXAM 3 Material**
13. **SUPPLIER EVALUATION AND SUPPLIER RELATIONSHIPS**: Measuring supplier performance, evaluation methods, supplier ranking, supplier relations, partnerships, strategic alliances.
14. **GLOBAL SUPPLY**: Importance of global supply, selecting and managing offshore suppliers, tools for global supply, regional trade agreements, emerging markets.
15. **LEGAL AND ETHICS**: Legal authority and liability of the buyer and seller, the Uniform Commercial Code (UCC), common law, software contracts, e-commerce and the law, intellectual property laws, product liability, alternative dispute resolution, regulatory requirements, ethics in supply management.
16. **OTHER SUPPLY RESPONSIBILITIES**: Receiving, logistics and warehousing, inbound/outbound transportation, production planning, accounts payable, investment recovery.
17. **SUPPLY FUNCTION EVALUATION AND TRENDS**: Organizing for supply research, research opportunities, supply planning process, supply budgets, performance measurement systems, developing metrics, supply management trends.