

STUDY MODULE DESCRIPTION FORM		
Name of the module/subject Purchasing Strategies		Code 1011102411011147661
Field of study Logistics - Full-time studies - Second-cycle	Profile of study (general academic, practical) general academic	Year /Semester 1 / 1
Elective path/specialty Chain of Delivery Logistics	Subject offered in: Polish	Course (compulsory, elective) elective
Cycle of study: Second-cycle studies	Form of study (full-time, part-time) full-time	
No. of hours Lecture: 15 Classes: - Laboratory: - Project/seminars: 30		No. of credits 5
Status of the course in the study program (Basic, major, other) other		(university-wide, from another field) university-wide
Education areas and fields of science and art technical sciences		ECTS distribution (number and %) 5 100%
Responsible for subject / lecturer: dr inż. Krzysztof Kubiak email: krzysztof.kubiak@put.poznan.pl tel. (61) 665-34-05 Wydział Inżynierii Zarządzania ul. Strzelecka 11, 60-965 Poznań		
Prerequisites in terms of knowledge, skills and social competencies:		
1	Knowledge	The student knows the basic current logistical problems.
2	Skills	The student is able to interpret and explain the basic concepts and relationships connected with the flow of goods, and to design a distribution system.
3	Social competencies	The student understands that the proper implementation of the strategy does not depend on technology but mainly on personal and social competence of management staff. The student can argue, defend his or her views and analyze the ideas of others.
Assumptions and objectives of the course: C1 Familiarization of students with complex process of purchasing C2 Formation of skills related to the use of purchasing strategies analysis tools		
Study outcomes and reference to the educational results for a field of study		
Knowledge:		
1. The student knows the object and the role of purchasing in the logistical process - [K2A_W02] 2. The student knows strategic management methods and possibilities to apply them in logistical operation of enterprises - [K2A_W03, K2A_W04] 3. The student knows basic theories and methods of material flow management - [K2A_W08] 4. The student knows the elements of the inquiry for quotation and the steps of purchasing negotiations - [K2A_W09] 5. The student knows the classification of purchasing strategies, and the tools of analysis used in the development of purchasing strategies - [K2A_W13]		
Skills:		
1. The student can solve simple problems within purchases in different markets - [K2A_U02] 2. The student is able to make an inquiry for quotation and to conduct purchasing negotiations - [K2A_U04, K2A_U05] 3. The student is able to analyze a purchasing strategy in a selected enterprise and to use the tools used in the development of purchasing strategies - [K2A_U09, K2A_U10, K2A_U15] 4. The student can implement a purchasing strategy in a selected enterprise taking into consideration the improvements from previous analyses - [K2A_U11, K2A_U12, K2A_U16]		
Social competencies:		
1. The student willingly and actively discusses topics related to the process of purchasing in various forms using - [K2A_K03] 2. The student independently and critically develops his/her knowledge and skills with reference to other academic disciplines - [K2A_K04]		

Assessment methods of study outcomes		
Preliminary assessment: a) in terms of the project: Current assessment of the student's activity in class (questions of the lecturer), assessment of a part of the project. b) in terms of lectures: Asking questions referring to the content of previous lectures during the following lecture Summary assessment: Lectures: oral exam (on the basis of provided sets of questions) Project: preparation of the project		
Course description		
1. The object of purchase. 2. Principles of looking for a business partner and evaluation of its reliability. 3. Purchasing negotiations. 4. Purchasing strategies (single sourcing, sole sourcing, multiple sourcing, transaction and partnership strategies). 5. Purchasing procedures. 6. Analysis tools used in the development of purchasing strategies (Kraljica's matrix, Buy-Grid Model, Strategic positioning matrix). 7. Purchasing e-tools. Applied methods: Lecture: discussion, case study. Project: project method, Kraljica's matrix, Buy-Grid Model, Strategic positioning matrix, network thinking method		
Basic bibliography: 1. Kubiak K., The application of value network analysis at an ICT company ? case study, [in:] Zeszyty Naukowe Politechniki Poznańskiej, Politechnika Poznańska, Poznań 2016. 2. Różycki M., Strategie zakupowe. Jak prowadzić udane negocjacje w łańcuchu dostaw, Helion, Gliwice, 2016 3. Grzybowska K., Strategie zakupowe, Politechnika Poznańska, Poznań, 2011. 4. Gašiorowska E., Decyzje zakupowe na rynku małych przedsiębiorców, Difin, Warszawa, 2007. 5. Hadaś Ł., Klimarczyk G., Ragin-Skorecka K., Zarządzanie zakupami. Poradnik, Open Nexus, 2014.		
Additional bibliography: 1. Bendowski J., Radziejowska G., Logistyka zaopatrzenia w przedsiębiorstwie, 2005. 2. Lysons K., Zakupy zaopatrzeniowe, PWE, Warszawa 2004.		
Result of average student's workload		
Activity	Time (working hours)	
1. Participation in lectures	15	
2. Participation in project classes	30	
3. Preparation to classes	30	
4. Preparation to tests	30	
5. Consultation	18	
6. Final test	2	
Student's workload		
Source of workload	hours	ECTS
Total workload	125	5
Contact hours	75	3
Practical activities	50	2