



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Purchasing Strategies

Course

Field of study

Logistics

Area of study (specialization)

Supply Chain Logistics

Level of study

Second-cycle studies

Form of study

part-time

Year/Semester

1/1

Profile of study

general academic

Course offered in

Polish

Requirements

elective

Number of hours

Lecture

14

Tutorials

Laboratory classes

Projects/seminars

14

Other (e.g. online)

Number of credit points

5

Lecturers

Responsible for the course/lecturer:

dr inż. Krzysztof Kubiak

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dr inż. Krzysztof Kubiak

Prerequisites

The student starting this subject should have a basic knowledge of the basics of logistics and strategic management. He should also be able to obtain information from specified sources and be willing to cooperate as part of a team.

Course objective

Providing students with basic knowledge in the field of purchasing strategy design and new methods of strategic analysis in the area of purchasing.



Course-related learning outcomes

Knowledge

1. The student knows the object and the role of purchasing in the logistical process and modern mapping tools - [P7S_WG_01], [P7S_WG_02], [P7S_WG_03]
2. The student knows strategic management methods and possibilities to apply them in logistical operation of enterprises especially in the field of supply chain analysis - [P7S_WG_05]
3. The student knows basic theories and methods of material flow management - [P7S_WK_01]
4. The student knows the elements of the inquiry for quotation and the steps of purchasing negotiations - [P7S_WK_01]
5. The student knows the classification of purchasing strategies, and the tools of analysis used in the development of purchasing strategies - [P7S_WK_01]

Skills

1. The student can solve simple problems within purchases in different markets and conducting literature analysis - [P7S_UW_01], [P7S_UW_02], [P7S_UW_04]
2. The student is able to make an inquiry for quotation and to conduct purchasing negotiations - [P7S_UK_01]
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 - [P7S_UK_01]
4. The student can implement a purchasing strategy in a selected enterprise taking into consideration the improvements from previous analyses - [P7S_UO_01]

Social competences

1. The student willingly and actively discusses topics related to the process of purchasing in various forms using - [P7S_KR_01]
2. The student independently and critically develops his/her knowledge and skills with reference to other academic disciplines - [P7S_KR_01]

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Preliminary assessment:

a) in terms of the project:

Current assessment of the students 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: case study

Project: preparation of the project

Programme content

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 (network thinking method, 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

Teaching methods

1. Lecture: multimedia presentation, illustrated with examples on the board.
2. Project: case study

Bibliography

Basic

1. Osicka B., Rola zakupów w działalności przedsiębiorstw, PWN, Warszawa 2020.
2. Grzybowska K., Strategie zakupowe, Politechnika Poznańska, Poznań, 2011.
3. Gąsiorowska E., Decyzje zakupowe na rynku małych przedsiębiorców, Difin, Warszawa, 2007.
4. Kubiak K., The application of value network analysis at an ICT company - case study, [w:] Zeszyty Naukowe Politechniki Poznańskiej, Politechnika Poznańska, Poznań 2016
5. Różycki M., Strategie zakupowe. Jak prowadzić udane negocjacje w łańcuchu dostaw, Helion, Gliwice, 2016



6. Hadaś Ł., Klimarczyk G , Ragin-Skorecka K., Zarządzanie zakupami. Poradnik, Open Nexus, 2014.

Additional

1. Bendowski J., Radziejowska G., Logistyka zaopatrzenia w przedsiębiorstwie, 2005.

2. Lysons K., Zakupy zaopatrzeniowe, PWE, Warszawa 2004.

Breakdown of average student's workload

	Hours	ECTS
Total workload	125	5,0
Classes requiring direct contact with the teacher	75	3,0
Student's own work (literature studies, preparation for project, preparation for tests, project preparation) ¹	50	2,0

¹ delete or add other activities as appropriate