



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Purchasing Strategies [S2Log2-SPL>SZ]

### Course

Field of study

Logistics

Year/Semester

2/3

Area of study (specialization)

Production-logistics Systems

Profile of study

general academic

Level of study

second-cycle

Course offered in

Polish

Form of study

full-time

Requirements

compulsory

### Number of hours

Lecture

15

Laboratory classes

0

Other (e.g. online)

0

Tutorials

0

Projects/seminars

15

### Number of credit points

2,00

### Coordinators

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### Lecturers

### 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. 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. 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. Student knows basic theories and methods of material flow management [P7S\_WK\_01]
4. Student knows the elements of the inquiry for quotation and the steps of purchasing negotiations

[P7S\_WK\_01]

5. Student knows the classification of purchasing strategies, and the tools of analysis used in the development of purchasing strategies [P7S\_WK\_01]

Skills:

1. Student can solve simple problems within purchases in different markets and conducting literature analysis [P7S\_UW\_01], [P7S\_UW\_02], [P7S\_UW\_04]
2. Student is able to make an inquiry for quotation and to conduct purchasing negotiations [P7S\_UK\_01]
3. 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. Student can implement a purchasing strategy in a selected enterprise taking into consideration the improvements from previous analyses [P7S\_UO\_01]

Social competences:

1. Student willingly and actively discusses topics related to the process of purchasing in various forms using [P7S\_KR\_01]
2. 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:

Lecture: Preliminary assessment: Asking questions referring to the content of previous lectures during the following lecture. Summary assessment: Case study. Passing threshold from 55 points.

Project: Preliminary assessment: Current assessment of the students activity in class (questions of the lecturer), assessment of a part of the project. Summary assessment: Preparation of the project. Passing threshold from 55 points.

### Programme content

Issues relating to the problems of designing purchasing strategies, in particular the role of supplier selection, purchasing negotiations and the tools used.

### Course topics

Lecture:

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.

Project: Preparation of the project.

### Teaching methods

Lecture: an informative lecture supported by a multimedia presentation, illustrated with examples given on the blackboard.

Project: project method, case study.

### Bibliography

Basic:

1. Osicka B., Rola zakupów w działalności przedsiębiorstw, Wydawnictwo Naukowe PWN, Warszawa, 2020.
2. Grzybowska K., Strategie zakupowe, Wydawnictwo Politechniki Poznańskiej, 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, Zeszyty Naukowe Politechniki Poznańskiej, Seria: Organizacja i Zarządzanie, nr 70, 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, Poznań, 2014.

Additional:

1. Bendowski J., Radziejowska G., Logistyka zaopatrzenia w przedsiębiorstwie, Politechnika Śląska, Gliwice, 2011.
2. Lysons K., Zakupy zaopatrzeniowe, PWE, Warszawa, 2004.

#### Breakdown of average student's workload

	Hours	ECTS
Total workload	50	2,00
Classes requiring direct contact with the teacher	30	1,00
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	20	1,00