

<b>Module Title:</b>	Purchasing and Supplier Management and Negotiation
<b>Language of Instruction:</b>	English
<b>Credits:</b>	5
<b>NFQ Level:</b>	7
<b>Module Delivered In</b>	<a href="#">9 programme(s)</a>
<b>Teaching &amp; Learning Strategies:</b>	Lectures - communication of knowledge and ideas from the lecturer to the student. Problem Solving Exercises - student will work as part of a team and will work together to resolve various management scenarios. Class Discussion/Debate - Students will be encouraged to actively participate in the class sessions which will develop their analytical and communication skills. E-Learning - It is envisaged that the module will be supported with on-line learning materials. Self-Direct Independent Learning - the emphasis on independent learning will develop a strong and autonomous work and learning practices.
<b>Module Aim:</b>	The aim of this module is to introduce the student to the role of Purchasing and the selection, appraisal, negotiation with, and management of suppliers.
<b>Learning Outcomes</b>	
<i>On successful completion of this module the learner should be able to:</i>	
LO1	Describe the fundamentals of purchasing management.
LO2	Understanding of and use of Portfolio purchasing models.
LO3	Prepare briefing for and conduct negotiations with suppliers.
<b>Pre-requisite learning</b>	
<b>Module Recommendations</b> <i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
<b>Incompatible Modules</b> <i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
<b>Co-requisite Modules</b>	
No Co-requisite modules listed	
<b>Requirements</b> <i>This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed.</i>	
No requirements listed	

**Module Content & Assessment**

**Indicative Content**

**The objectives of Purchasing Management 20%**

Corporate objectives; Departmental Objectives; Purchasing Objectives, The 'five rights' framework (Quantity, Quality, Price, Time, Supplier).

**Supplier Management 20%**

Supplier Sourcing; Supplier Appraisal; Supplier Selection; Performance Measurement and Management; Supplier Development;

**Portfolio Purchasing Theory and Implementation 40%**

Discussion on the ranges of items bought and the strategies included in Kraljics Portfolio, Kamanns Cube; Bensaou, Dutch Windmill and Buyer/supplier relationships.

**Managing Negotiations 20%**

Preparation for negotiations, Planning and conducting face to face meetings, Negotiation plays and tactics, Managing teams in Negotiations

Assessment Breakdown	%
Continuous Assessment	100.00%

**Continuous Assessment**

Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Essay	Individual Academic Essay	1	20.00	Week 4
Essay	Individual Academic Essay	2	40.00	Week 8
Project	Group Project Negotiations with Presentation	2,3	40.00	Week 12

No Project

No Practical

No End of Module Formal Examination

**SETU Carlow Campus reserves the right to alter the nature and timings of assessment**

**Module Workload**

<b>Workload: Full Time</b>		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	12 Weeks per Stage	3.00
Independent Learning	15 Weeks per Stage	5.93
Total Hours		125.00

<b>Workload: Part Time</b>		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	Every Week	1.50
Independent Learning	Every Week	7.50
Total Hours		9.00

**Module Delivered In**

Programme Code	Programme	Semester	Delivery
CW_BBLAW_B	<a href="#"><u>Bachelor of Business (Honours) in Business with Law</u></a>	5	Elective
CW_BBHRM_B	<a href="#"><u>Bachelor of Business (Honours) in Human Resource Management</u></a>	5	Elective
CW_HHIBU_B	<a href="#"><u>Bachelor of Business (Honours) in International Business</u></a>	5	Elective
CW_BBBBM_B	<a href="#"><u>Bachelor of Business (Honours) in Management</u></a>	5	Elective
CW_BBSCM_B	<a href="#"><u>Bachelor of Business (Honours) in Supply Chain Management</u></a>	5	Mandatory
CW_BBBUS_D	<a href="#"><u>Bachelor of Business in Business</u></a>	5	Elective
CW_BBHRM_D	<a href="#"><u>Bachelor of Business in Human Resource Management</u></a>	5	Elective
CW_BBINB_D	<a href="#"><u>Bachelor of Business in International Business incorporating Double Degree</u></a>	5	Elective
CW_BBSCM_D	<a href="#"><u>Bachelor of Business in Supply Chain Management</u></a>	5	Mandatory