

Module Title:	Purchasing and Supplier Management and Negotiation
Language of Instruction:	English
Credits:	5
NFQ Level:	7
Module Delivered In	9 programme(s)
Teaching & Learning Strategies:	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.
Module Aim:	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.
Learning Outcomes	
<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.
Pre-requisite learning	
Module Recommendations <i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
Incompatible Modules <i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
Co-requisite Modules	
No Co-requisite modules listed	
Requirements <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

Workload: Full Time		
<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

Workload: Part Time		
<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	Bachelor of Business (Honours) in Business with Law	5	Elective
CW_BBHRM_B	Bachelor of Business (Honours) in Human Resource Management	5	Elective
CW_HHIBU_B	Bachelor of Business (Honours) in International Business	5	Elective
CW_BBBBM_B	Bachelor of Business (Honours) in Management	5	Elective
CW_BBSCM_B	Bachelor of Business (Honours) in Supply Chain Management	5	Mandatory
CW_BBBUS_D	Bachelor of Business in Business	5	Elective
CW_BBHRM_D	Bachelor of Business in Human Resource Management	5	Elective
CW_BBINB_D	Bachelor of Business in International Business incorporating Double Degree	5	Elective
CW_BBSCM_D	Bachelor of Business in Supply Chain Management	5	Mandatory