

Course Competency

MAN 3577 Procurement for Major Projects

Course Description

Students will learn the principles of procurement for major projects concepts and theory, including advanced purchasing and cost savings techniques, contracts administration from award to completion, strategic procurement management. (3 hr. lecture) Prerequisite: None

Course Competency	Learning Outcomes
<p>Competency 1:The student will understand supply management contract writing, by:</p>	<ol style="list-style-type: none"> 1. Critical thinking 2. Information Literacy
<ol style="list-style-type: none"> 1. Determining the most appropriate form of agreement, how to structure contracts, effects of suppliers' failure to perform and the protection of a contract 2. Knowing when to select, use, and develop language for methods of dispute resolution 3. Demonstrating how to write a contract's key legal provisions such as indemnities, limits of liability, commercial provisions such as pricing and delivery, and technical provisions such as specifications and warranties. 4. Deciding which effective styles of contract writing, effectively proofreading and organizing contract revisions. 	
<p>Competency 2:The student will explore negotiation strategies for successful Buying by:</p>	<ol style="list-style-type: none"> 1. Critical thinking 2. Information Literacy
<ol style="list-style-type: none"> 1. Reviewing the essential steps for negotiation preparation and strategies. 2. Demonstrating how to persuade a sole source supplier and what to say in common negotiation situations. 3. Understanding the common supplier 	

<p>tactics.</p> <p>4. Exploring when to respectfully close negotiations.</p>	
<p>Competency 3:The student will comprehend savings strategy development in procurement, by:</p>	<ol style="list-style-type: none"> 1. Communication 2. Critical thinking 3. Information Literacy
<ol style="list-style-type: none"> 1. Identifying sourcing and savings opportunities through analyzing spend. 2. Defining and calculate several types of cost savings and cost avoidances. 3. Finding easy cost savings opportunities and achieve cost savings by leveraging existing supplier relationships. 4. Exploring how to manage costs by utilizing the producers price index. 5. Determining a methodology and strategy when writing an RFP and track the progress of your sourcing strategy. 6. How to write an RFP that: is aligned with the final contract. achieves the perfect balance of standardization and customization. is aligned with evaluation scorecards. ensures equitable (“apples-to-apples”) supplier comparisons. 7. How to write an RFP with an optimized supplier response format. 	
<p>Competency 4:The student will review Strategic Procurement Management by:</p>	<ol style="list-style-type: none"> 1. Communication 2. Critical thinking 3. Information Literacy
<ol style="list-style-type: none"> 1. Realizing the contribution of procurement in achieving organizational objectives. 2. Demonstrating knowledge and understanding of strategic procurement processes. 3. Understanding financial and cost drivers and its impact in value chain. 4. Understanding total cost of ownership approach and capital equipment life cycle 	

costing.

5. Defining and apply global sourcing strategies to achieve organizational objectives.
6. Implementing category management strategies to maximize total cost savings.
7. Managing supplier relationship and performance for better value.
8. Understanding of strategic leadership and ethics in procurement.

Updated: FALL TERM 2021