

# Course Competency

## MAN 3578 Global Procurement Management

### Course Description

Students will learn Global Procurement Management concepts and theory, including a good understanding in the differences in cultures, law, currency, communications and buying from foreign suppliers, international procurement is a challenge, buying internationally and to help support international procurement efforts. (3 hr. lecture) Prerequisite: None

Course Competency	Learning Outcomes
<p><b>Competency 1:</b>The student will understand Basics of Smart International Procurement by:</p>	<ol style="list-style-type: none"> <li>1. Numbers / Data</li> <li>2. Critical thinking</li> <li>3. Information Literacy</li> </ol>
<ol style="list-style-type: none"> <li>1. Understanding how to communicate with foreign suppliers, assess cultural differences and international personal relationships</li> <li>2. Identifying the importance of contracts among international suppliers to include; critical contract clauses and language for international procurement</li> <li>3. Describing intellectual property and Currency risks</li> <li>4. Quantifying methods to calculate currency conversions and exchange rates for international procurement transactions</li> <li>5. Exploring hedging tools used that protect buying organizations from cost increases and the significance of forecasts in international transactions and landed cost model</li> </ol>	
<p><b>Competency 2:</b>The student will explore Executing A Global Sourcing Strategy by:</p>	<ol style="list-style-type: none"> <li>1. Critical thinking</li> <li>2. Information Literacy</li> </ol>
<ol style="list-style-type: none"> <li>1. Exploring the strategies for selecting</li> </ol>	

<p>products, countries, and potential suppliers for global sourcing</p> <ol style="list-style-type: none"> <li>2. Identifying how to work with logistics support organizations such as freight forwarders and customs brokers</li> <li>3. Understanding global shipments ocean, air freight, customs clearance and incoterms</li> <li>4. Examining how the various duties, taxes, and fees affect total cost of ownership</li> <li>5. Applying various global payment methods; letters of credit, wire transfer, and supplier credit</li> <li>6. Understanding global risks related to terrorism and regulations affecting shipments to the United States</li> <li>7. Performing risk analysis techniques for a global sourcing strategy evaluating; potential effect of exchange rate fluctuations, unplanned expedited shipping</li> <li>8. Defining global channel sourcing, for international procurement, supplier's subsidiaries and representatives, third party IPO's, and direct ordering</li> </ol>	
<p><b>Competency 3:</b>The student will demonstrate knowledge and skill of Advanced Purchasing and Cost Saving Techniques by:</p>	<ol style="list-style-type: none"> <li>1. Critical thinking</li> <li>2. Information Literacy</li> </ol>
<ol style="list-style-type: none"> <li>1. Defining the strategic role of the purchasing department</li> <li>2. Performing accurate supplier evaluation</li> <li>3. Developing effective negotiation strategies with all suppliers</li> <li>4. Identifying the importance of value analysis to purchasing</li> <li>5. Improving the efficiency of the purchasing function</li> </ol>	
<p><b>Competency 4:</b>The student will demonstrate the ability to participate in experience based learning by:</p>	<ol style="list-style-type: none"> <li>1. Communication</li> <li>2. Numbers / Data</li> <li>3. Critical thinking</li> </ol>
<ol style="list-style-type: none"> <li>1. Creating a journal to document field notes,</li> </ol>	

interviews, contacts, visits, personal participation, and other relevant interactions in the field

2. Applying problem solving techniques to address real world examples of developing specific issues affecting the flow of goods and services throughout the supply chain
3. Examining the tools, methods, and techniques employed in the field and researching processes about the effects of the supply chain on a corporation

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