



Course Description

MAN3577 | Procurement for Major Projects | 3.00 credits

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.

Course Competencies:

Competency 1: The student will understand supply management contract writing by:

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 critical 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 styles of contract writing are adequate and effective for proofreading and organizing contract revisions

Competency 2: The student will explore negotiation strategies for successful Buying by:

1. Reviewing the essential steps for negotiation preparation and strategies
2. Demonstrating how to persuade a sole source supplier and what to say in everyday negotiations
3. Understanding the common supplier tactics
4. Exploring when to respectfully close negotiations

Competency 3: The student will comprehend savings strategy development in procurement by:

1. Identifying sourcing and savings opportunities through analyzing spending
2. Defining and calculating several types of cost savings and cost avoidances
3. Finding accessible opportunities and achieving cost savings by leveraging existing supplier relationships
4. Exploring how to manage costs using the producer's price index
5. Determining a methodology and strategy when writing an RFP and tracking the progress of your sourcing strategy
6. How to write an RFP aligned with the final contract. Achieves the perfect balance of standardization and customization and is aligned with evaluation scorecards
7. Ensuring equitable ("apples-to-apples") supplier comparisons
8. How to write an RFP with an optimized supplier response format

Competency 4: The student will review Strategic Procurement Management by:

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 their impact on the value chain
4. Understanding the total cost of ownership approach and capital equipment life cycle costing
5. Defining and applying global sourcing strategies to achieve organizational objectives
6. Implementing category management strategies to maximize total cost savings
7. Managing supplier relationships and performance for better value
8. Understanding of strategic leadership and ethics in procurement

Learning Outcomes:

- Communicate effectively using listening, speaking, reading, and writing skills
- Solve problems using critical and creative thinking and scientific reasoning
- Formulate strategies to locate, evaluate, and apply information