



# Course Specification

— (Postgraduate)

**Course Title:** SOURCING AND PROCUREMENT MANAGEMENT

**Course Code:** SCM 522

**Program:** EXECUTIVE MASTER IN SUPPLY CHAIN MANAGEMENT

**Department:** MANAGEMENT

**College:** COLLEGE OF BUSINESS

**Institution:** AL YAMAMAH UNIVERSITY

**Version:** 1

**Last Revision Date:** 18/03/2025



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## A. General information about the course:

### 1. Course Identification:

<b>1. Credit hours: 3</b>				
(3, 0, 0)				
<b>2. Course type</b>				
A.	<input checked="" type="checkbox"/> University	<input type="checkbox"/> College	<input type="checkbox"/> Department	<input type="checkbox"/> Track
B.	<input checked="" type="checkbox"/> Required		<input type="checkbox"/> Elective	
<b>3. Level/year at which this course is offered: ( Level 2/1st year)</b>				
<b>4. Course general Description:</b>				
<p>This course provides an in-depth exploration of sourcing and procurement strategies, processes, and best practices in global supply chains. It focuses on supplier selection, contract negotiation, cost analysis, risk management, and sustainable procurement. Students will learn how to integrate digital tools and analytics to optimize procurement decisions and enhance supply chain performance.</p>				
<b>5. Pre-requirements for this course (if any):</b>				
SCM 511 (Supply Chain Management)				
<b>6. Pre-requirements for this course (if any):</b>				
Not Applicable				
<b>7. Course Main Objective(s):</b>				
<p>The course aims at providing students with in depth knowledge and understanding of different topics related to the different levels of sourcing: the act of purchasing, the work that is performed in a procurement department, how to differentiate different supplier categories with strategic sourcing, and how to elevate a firm's performance with strategic sourcing. Upon successful completion of this course, students will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand the strategic role of sourcing and procurement in supply chain management.</li> <li>2. Apply various sourcing strategies to optimize supplier performance and reduce costs.</li> <li>3. Evaluate supplier selection criteria using data-driven decision-making techniques.</li> <li>4. Develop and negotiate contracts with suppliers to maximize value and minimize risks.</li> <li>5. Utilize procurement analytics and cost modeling for decision support.</li> <li>6. Implement sustainable and ethical procurement practices.</li> </ol>				



## 2. Teaching Mode: (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1	Traditional classroom	3 hrs. per week	75%
2	Distance-Learning	0 hrs. per week	0%
3	E-learning	1 hrs. per week	25%

## 3. Contact Hours: (based on the academic semester)

No	Activity	Contact Hours
1.	Lectures	3
2.	Group Case studies	1
3.	Field assignments	0
4.	Others (Seminars)	1
<b>Total (per week)</b>		<b>5</b>

## B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods:

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
<b>1.0</b>	<b>Knowledge and understanding</b>			
1.1	Comprehend knowledge about strategic sourcing and procurement in supply chain	CLO1 Knowledge and Understanding (K1)	Student-Centric: Discussion, Analysis, Abstraction, and Seminars	Mid-terms, Quizzes, Presentations and Final exam
1.2	Understand the knowledge of procurement practices and supplier relationship management	CLO2 Knowledge and Understanding (K2)	Student-Centric: Discussion, Analysis, Abstraction, and Seminars	Mid-terms, Quizzes, Presentations and Final exam
<b>2.0</b>	<b>Skills</b>			
2.1	Critically assess application of recent technologies in solving supply chain problems	CLO3 Cognitive Skill (S2)	Student-Centric: Discussion, Analysis, Abstraction, and Seminars	Mid-terms, Quizzes, Presentations and Final exam
<b>3.0</b>	<b>Values, autonomy, and responsibility</b>			
3.1	Demonstrate ethical values in practicing procurement techniques in supply chains.	CLO4 Values and Ethics (V1)	Student-Centric: Discussion, Analysis, Abstraction, and Seminars	Presentations, Group-work, Project, and Final exam





## C. Course Content:

No	List of Topics	Contact Hours
1	Topic 1: Procurement Process and Best Practices	06
2	Topic 2: Cost Analysis and Total Cost of Ownership (TCO)	06
3	Topic 3: Contract Management and legal considerations in procurement	09
4	Topic 4: Strategic frameworks for collaboration and supplier relationship management (SRM)	09
5	Topic 5: Digital platforms and technologies for coordination (E-Procurement and blockchain)	06
6	Topic 6: Conflict resolution strategies	03
7	Topic 7: Cost sharing models	06
<b>Total</b>		<b>45</b>

## D. Students Assessment Activities:

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1.	Quizzes	4 quizzes after Weeks 3, 6, 9 and 12	20%
2.	Mid-terms	After week 7	20%
3.	Presentations/Group Project/Case Studies	13th week onwards	20%
4.	Final exam	After week 15	40%

\*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

## E. Learning Resources and Facilities:

### 1. References and Learning Resources:

<b>Essential References</b>	<p><b>Monczka, R., Handfield, R., Giunipero, L. and Patterson J. (2025).</b> <i>Purchasing and Supply Chain Management</i>. Cengage Inc. ISBN: 9798214042084 <a href="https://www.cengage.uk/c/new-edition/9798214042039/">https://www.cengage.uk/c/new-edition/9798214042039/</a></p> <p><b>Lyson, K., and Farrington, B. (2021).</b> <i>Procurement and Supply Chain Management</i>. Pearson Inc. <a href="https://elibrary.pearson.de/book/99.150005/9781292317939">https://elibrary.pearson.de/book/99.150005/9781292317939</a></p>
<b>Supportive References</b>	<p><b>Sollish, F. and Semanik, J. (2011).</b> <i>Strategic Global Sourcing Best Practices</i>. Wiley Inc. ISBN 9780470494400 <a href="https://www.wiley.com/en-us/Strategic+Global+Sourcing+Best+Practices-p-9780470494400">https://www.wiley.com/en-us/Strategic+Global+Sourcing+Best+Practices-p-9780470494400</a></p>
<b>Electronic Materials</b>	Related research papers and case studies.
<b>Other Learning</b>	<b><u>Industry Reports</u></b>





<b>Materials</b>	<p><b>1. SAP (2023).</b> <i>AI for procurement and the broader business</i>  <a href="https://www.sap.com/cmp/dg/spend-matters-executive-guide-to-evaluating-ai/index.html?campaigncode=crm-ya22-int-1517074&amp;source=ppc-sa-googleads-search-71700000119289972-58700008740877270-isbn_isbn-x-x-x&amp;gclid=CjwKCAiAt4C-BhBcEiwA8Kp0CfQ0gYwfb7Uk2t0IGP-Z8XeU0LA11z_Dx0eTOiup1f1i-1jF3FpoMhoCAjMQAvD_BwE">https://www.sap.com/cmp/dg/spend-matters-executive-guide-to-evaluating-ai/index.html?campaigncode=crm-ya22-int-1517074&amp;source=ppc-sa-googleads-search-71700000119289972-58700008740877270-isbn_isbn-x-x-x&amp;gclid=CjwKCAiAt4C-BhBcEiwA8Kp0CfQ0gYwfb7Uk2t0IGP-Z8XeU0LA11z_Dx0eTOiup1f1i-1jF3FpoMhoCAjMQAvD_BwE</a></p> <p><b>2. The Business Research Co. (2025).</b> <i>Retail Sourcing And Procurement Market Definition</i>  <a href="https://www.thebusinessresearchcompany.com/report/retail-sourcing-and-procurement-global-market-report">https://www.thebusinessresearchcompany.com/report/retail-sourcing-and-procurement-global-market-report</a></p>
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## 2. Educational and Research Facilities and Equipment Required:

Items	Resources
<p style="text-align: center;"><b>Facilities</b></p> <p>(Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)</p>	Classrooms
<p style="text-align: center;"><b>Technology equipment</b></p> <p>(Projector, smart board, software)</p>	Projector, smart board, software
<p style="text-align: center;"><b>Other equipment</b></p> <p>(Depending on the nature of the specialty)</p>	To be requested as per need

## F. Assessment of Course Quality:

Assessment Areas/Issues	Assessor	Assessment Methods
<b>Effectiveness of teaching</b>	Students	Indirect method (Course evaluation survey)
<b>Effectiveness of students assessment</b>	Program Leaders, Peer Reviewer	Direct and Indirect method (Course results and survey)
<b>Quality of learning resources</b>	Faculty and Students	Indirect method (Resources evaluation survey)
<b>The extent to which CLOs have been achieved</b>	Faculty and Students	Direct method (Course results) Indirect method (Course evaluation survey)
<b>Other</b>		

**Assessor** (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify))

**Assessment Methods** (Direct, Indirect)

## G. Specification Approval Data:

<b>COUNCIL /COMMITTEE</b>	
<b>REFERENCE NO.</b>	
<b>DATE</b>	

