



During the last decades, the value sourced from suppliers and innovation stemming from the supply base have increased substantially in many industries. Consequently, the role of the purchasing function has shifted from a clerical support role that merely drives cost savings to a truly strategic role that drives growth, innovation, and value creation. Today, most organizations consider the management of their suppliers as a key strategic issue that requires top management attention.

This module provides a broad survey of modern procurement theory and practice from a strategic perspective. Topics include the design and implementation of procurement strategies, processes, organizational structures, and performance measurement systems, as well as the management of supplier portfolios, buyer-supplier relationships, and supplier innovation to meet firms' strategic supply needs.

The module consists of regular lectures and exercise classes in which extended and short cases will be discussed. High-caliber guest speakers will serve as a rich source of practical insights.

### Objectives

This course is recommended for anyone seeking an introduction to procurement and, more generally, a better understanding of upstream supply chain issues. The main intended learning outcome is to obtain the basic knowledge that enables further steps in procurement research and practice. Based on current theories and a broad coverage of topics, participants will learn how to analyze, structure, and tackle strategic problems surrounding the procurement function.

### Organization

The module consists of regular lectures and exercise classes in which extended and short cases will be discussed. High-caliber guest speakers will serve as a rich source of practical insights.

There is no mandatory textbook. Teaching material, additional readings, and information regarding supplementary textbooks will be provided in class. For more information, please see the corresponding ILIAS group.

### General Information



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| Lecturer             | Prof. Dr. Christoph Bode   |
| Course Format        | 2h lecture + 2h exercise class   |
| Credit Points        | 6 ECTS   |
| Language             | English  |
| Grading              | Written exam (90 min.)   |
| Exam Date            | tba  |
| Term                 | Fall   |
| Range of Application | M.Sc. MMM, M.Sc. MMBR, M.Sc. Bus. Edu., M.Sc. Bus. Inf., M.Sc. Bus. Math., M.Sc. Econ. |

### Prof. Dr. Christoph Bode

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