



Increased levels of outsourcing make the selection of the right suppliers more crucial than ever. Strategic sourcing focusses on all steps of the supplier selection process from a strategic perspective.

Building on knowledge of the operating model and strategic role of procurement, this module provides the theoretical background and the practical tools of sourcing from demand analysis all the way to business award decisions and the management of the ensuing buyer-supplier relationships. All major activities of pre-transaction (need specification/SoWs, supply market analysis, quotation management, negotiation, contracting) and post-transaction (purchase-to-pay process, expediting, conflicts) sourcing are covered. Special emphasis is put on advanced procurement approaches that aim at creating “value beyond cost” and on optimization levers both from a technical (e.g., product teardown analysis, cost modeling) and a commercial (e.g., current negotiation concepts, reverse auctions) perspective.

The module consists of regular lectures and exercise classes in which extended and short cases will be discussed. Guest speakers from industry will share their management and consulting experiences in procurement.

### Objectives

Participants will learn how to set up and manage sourcing projects while considering the broader strategic environment of the organization (competitive, functional, category, and supply base).

### Organization

The module consists of regular lectures and exercise classes in which extended and short cases will be discussed. Guest speakers from industry will share their management and consulting experiences in procurement.

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



Lecturer	Prof. Dr. Christoph Bode
Course Format	2h lecture + 1h exercise class
Credit Points	6 ECTS
Language	English
Grading	Written exam
Exam Date	End of semester
Term	Spring
Range of Application	M.Sc. MMM, M.Sc. MMBR, M.Sc. Bus. Edu., M.Sc. Bus. Inf., M.Sc. Bus. Math., M.Sc. Econ.



## Contact Person

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