



This course addresses corporate sourcing from a holistic perspective including all levels of decision-making (strategic, tactical, and operational) and all activities within the sourcing process to secure the best total value from suppliers, rather than just the lowest purchase price. To this end, the scope encompasses both the theoretical background and the practical tools of sourcing, starting from internal demand analysis all the way to business award decisions and the management of the ensuing buyer-supplier relationships. This course is recommended for anyone seeking a broad introduction to modern purchasing and supply management (“procurement”) with a specific focus on sourcing.

Based on a modern definition of procurement, all major aspects of the sourcing process are covered from pre-transaction (requirements and specification management, supply market analysis, quotation management, negotiation, contracting) to post-transaction (governance, P2P process, expediting, conflicts, performance management) issues. Special emphasis is put on optimization levers from a technical (e.g., cost modelling) and a commercial (e.g., negotiation, reverse auctions) perspective.

### Objectives

Participants will learn how to set up and manage sourcing projects while considering the broader business environment and strategic direction of the organization (competitive, functional, category, and supply base). For each topic addressed, participants will learn key concepts, conceptual frameworks, and analytic tools. Furthermore, all participants will work on a case challenge that takes place in the second week of the course.

The course will be a markedly international in nature with approx. 20-35 participants joining from the international partner network *Global Innovation Challenge* (GIC).

### Organization

The course is scheduled as a two-week block course. The first week will emphasize “theory” (lectures) while the second week will emphasize “practice” (case challenge with group work and final presentations to an audience of corporate representatives).

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	
Lecturers	Prof. Dr. Christoph Bode Prof. Dr. Matthias Schlipf
Course Format	Integrated lectures and exercise sessions
Credit Points	6 ECTS
Language	English
Grading	Project
Term	Spring
Range of Application	GIC



### Contact Person

**Ruth Schültken, M.Sc.**

E-mail: [schueltken@bwl.uni-mannheim.de](mailto:schueltken@bwl.uni-mannheim.de)

For questions regarding GIC, please contact **Janna Ried** ([janna.ried@uni-mannheim.de](mailto:janna.ried@uni-mannheim.de))