

<b>I. International Sourcing</b> – Duration 15 hours - 2 ECTS
---

**1. Professor:** LOUIS-FRANÇOIS BACOU

**2. Overview and objectives**

To identify roles and responsibilities of international purchasing management  
The lecture is based on business cases, operative value analysis.

**3. Targeted skills**

- Decision making
- Purchasing leverage implementation
- Negotiations skills

**4. Prerequisites**

Fundamentals of management

**5. Level: Master 2**

**6. Course description and plan**

- 1) Procurement in the economic and industrial world
- 2) Sourcing methodologies
- 3) Request for information
- 4) Total quality management
- 5) International negotiation
- 6) Typology of negotiators (Asia - Indian Sub-Continent - Maghreb - Eastern Europe)
- 7) Harvard's pyramid process
- 8) Negotiation grid - strength and weakness

**7. Teaching methods**

Presentation of a full sourcing file (team of 2 students) during 15'

**8. Examination and assessment**

Mid term assignment: 40%  
Final exam: 60%

**9. Bibliography**

Maryvone Tirode- Bédel, La logistique de la performance, ed. Chiron, 2006  
Yves Lellouche, Florence Piquet, La négociation acheteur vendeur, ed. Dunod, 2010, 2<sup>e</sup> éd.  
Philippe Clouët, Les achats un outil de management, Les Editions d'organisation, 1989  
Thierry de Cassan Floyrac, Didier Picot, Maxime Ayel, Les achats – la révolution discrète, ed. Elenbi, 2003

<b>II. Buying process management</b> – Duration 15 hours - 2 ECTS
---

**1. Professor:** LOUIS-FRANÇOIS BACOU

**2. Overview and objectives**

To give capability in purchasing process management

**3. Targeted skills**

- To assess financial impact of purchasing decision
- To handle the Total Cost of Ownership system

**4. Prerequisites**

Fundamentals of Purchasing Management

**5. Level: Master 2**

**6. Course description and plan**

- 1) International purchase in a logistic process
- 2) Chain of budget analysis
- 3) Purchases matrix PPS (product position segmentation)
- 4) Value chain analysis
- 5) Risk typology
- 6) Total Cost of Ownership

**7. Teaching methods**

Lecture and cases studies

**8. Examination and assessment**

Mid term assignment: 40%

Final exam: 60%

**9. Bibliography**

Denis Chevalier, François Duphil, Le transport, ed. Foucher, 2009, 4<sup>e</sup> éd.

Roger Pérotin, François Soulet de Brugière, Le manuel des achats, éd. Eyrolle, 2007

Le guide de l'importateur, Ed. Delmas, 2006

Jean Arthur Pinçon, Leviers au service de l'acheteur, ed. Afnor, 2007