
1. Professor: Mr. ALAIN THOUVENIN

2. Overview and objectives

- To acquire the methodology in order to list new suppliers
- To improve profitability of the business

3. Targeted skills

- To plan
- To assess news suppliers
- To score existing suppliers
- To negotiate with suppliers

4. Prerequisites

Fundamentals of management, accounting and finance

5. Level: Master 2

6. Course description and plan

- 1) Components of a purchasing strategy
 - Purchasing policy of company's strategy
 - Purchase optimization
 - Product analysis
 - Suppliers relationship
 - Product category
 - Segmentation
 - Risk assessment
 - Plans
 - Operations and investments
 - Purchasing schedule
 - Ordering
 - Performance assessment
 - Purchasing scenarios
 - Cost reduction
- 2) Suppliers data base
 - Sourcing
 - Information management
- 3) Suppliers shortlist
 - Audit management
 - Specifications
- 4) Pilot production test
 - Suppliers reliability
 - Testing process
- 5) Negotiation typology
 - Cultural issues

- Costs effectiveness

6) Orders handling

- Audit and control
- Quality processing

7. Teaching methods

Cases studies

8. Examination and assessment

Mid term assignment: 40%

Final exam: 60%

9. Bibliography

Georges Epinette, Pierre-Dominique Martin, Benoît Leboucher, eSCM et SOURCING IT, Dunod, Collection: InfoPro, 2009

Charles C. Poirier, Stephen E. Reiter, La Supply Chain, Dunod, Collection Réalités de l'entreprise, 2001

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