

**COURSE NAME:** SCM115 Purchasing

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Credit Value: 3  
Total Course Hours: 42  
Prerequisite Course(s): None  
Corequisite Course(s): None

## COURSE DESCRIPTION

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In this course, the student is introduced to the key concepts of purchasing for supply chain management. This includes a study of the functions that contribute to the acquisition and sale of goods, services, materials, the purchasing cycle, and the manner in which purchasing activity is integrated into and aligned to a firm's organizational strategy. Various elements of a purchasing strategy are detailed including the advantages and disadvantages of centralized various purchasing strategies, purchasing best practices, and tools and techniques for purchasing applications and oversight.

## PLAR INFORMATION

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This course is eligible for Prior Learning Assessment and Recognition. Students are advised to discuss options with their program coordinator.

## COURSE LEARNING OUTCOMES

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Upon completion of this course, the student will have reliably demonstrated the ability to:

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| <p>1.0 Apply various business level strategies and explain how a firm's procurement strategy impacts the firm's overall business strategy.</p> <ul style="list-style-type: none"><li>1.1 Define the terms purchasing and procurement and discuss their role in the supply chain.</li><li>1.2 Explain the phases of the procurement cycle.</li><li>1.3 Illustrate how e-commerce procurement strategies vary from the traditional supply chain procurement process.</li></ul> <p>2.0 Identify the roles and responsibilities in the purchasing-supplier relationships.</p> <ul style="list-style-type: none"><li>2.1 Explore the topic of e-purchasing and the tools used to facilitate it such as EDI, internet, RFID technology.</li></ul> <p>3.0 Identify legal and other compliance obligations relevant to purchase or sales transactions.</p> <ul style="list-style-type: none"><li>3.1 Interpret relevant documentation to ensure purchase and sale contracts meet the needs of the firm and meet performance requirements.</li><li>3.2 Identify various business and purchasing ethics that are involved in purchase and sale transactions.</li></ul> | <p>4.0 Describe the concept of quality, and identify the role of procurement in managing quality throughout the life cycle of a product.</p> <ul style="list-style-type: none"><li>4.1 Define total quality management (TQM) and quality assurance and controls across the supply chain.</li></ul> <p>5.0 Explain the role of procurement in managing inventory and understand various tools used to manage inventory.</p> <ul style="list-style-type: none"><li>5.1 Identify the costs associated with inventory and evaluate performance using various key performance indicators (lead times, service levels, rate of stock turn, stock-outs, stock cover).</li><li>5.2 Define forecasting and explain the various approaches used across the industry to calculate demand for a product in the supply chain.</li><li>5.3 Differentiate between dependent and independent demand and the systems associated with each type of demand.</li></ul> <p>6.0 Describe the process of sourcing and analyze how market conditions can impact sourcing.</p> <ul style="list-style-type: none"><li>6.1 Summarize the reasons for evaluating a supplier, and utilize various methods of</li></ul> |
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- evaluation.
- 6.2 Define outsourcing and evaluate the various types of make-or-buy decisions encountered across the supply chain.
- 7.0 Discuss the concept of pricing and evaluate its impact on the supply chain.
- 7.1 Understand and apply the concept of target costing.
- 7.2 Determine the various costs associated with supplier's quality and understand why it is difficult to measure these costs.
- 7.3 Perform a cost analysis for a supplier's product.
- 7.4 Understand the impact of cost management on the supply
- 8.0 Explain the motives, benefits, challenges and costs of global sourcing.
- 8.1 Perform basic purchasing functions such as price determination, source selection, quantity and quality considerations, value analysis, and contract interpretation.
- 8.2 Understand the right reasons for maintaining an investment in inventory.
- 8.3 Assess the financial impact of managing inventory more effectively.
- 8.4 Understand the impact of cost management on the supply chain.
- 8.5 Understand the fundamental approaches to price management.
- 8.6 Understand the reasons why firms pursue worldwide sourcing
- 8.7 Identify the total costs associated with worldwide sourcing.
- 9.0 Utilize various approaches to negotiation, the stages of the negotiation process, negotiation ethics and their impact on the supply chain.
- 9.1 Identify the qualifications of a 'good' supplier.
- 9.2 Recognize the importance of effective planning within the negotiation process.
- 9.3 Recognize the subtleties and complexities involved with global negotiation.
- 9.4 Understand how to effectively negotiate via electronic means.
- 10.0 Define purchasing performance evaluation and describe the methods used to measure performance.
- 10.1 Utilize purchasing ratios to evaluate the performance of a supply chain.
- 10.2 Review and provide insight into key purchasing and supply measurements.
- 10.3 Review benchmarking and its importance.
- 10.4 Identify key characteristics of effective measurement systems.

## GENERAL EDUCATION

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This is not a General Education course.

## PROGRAM OUTCOMES

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This course contributes to the following Ministry of Colleges and Universities approved program learning outcomes (PLO):

### Supply Chain Management - Logistics

1. Examine the connections between strategic objectives, stakeholder expectations, and supply chain design, functions, processes and roles, to guide decision-making, problem-solving and coordination of tasks.
2. Determine the value added and financial implications of supply chain decisions and design on overall business profitability, efficiency and stakeholder satisfaction.
3. Ensure supply chain activities and transactions are compliant with relevant legal, regulatory and contractual obligations, and industry and organization standards and policies for quality, health, safety, accountability, social and environmental responsibility.
5. Contribute to the acquisition and sale of goods, services and materials in accordance with best practices and public and private sector stakeholder expectations across a variety of industries.

6. Contribute to the strategic planning and scheduling of material requirements, resource allocation and inventory for efficient production and fulfillment of customer orders and returns.
7. Coordinate the efficient handling and movement of goods, services, materials and related information within and between supply chains.
8. Contribute to the identification and management of continuous improvements to functions and processes within and between supply chains.
9. Use available technologies to enhance work performance and support supply chain functions, processes, transactions and communications.

### ESSENTIAL EMPLOYABILITY SKILLS OUTCOMES

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This course contributes to the following Ministry of Colleges and Universities approved essential employability skills (EES) outcomes:

1. Communicate clearly, concisely, and correctly in the written, spoken, and visual form that fulfils the purpose and meets the needs of the audience.
3. Execute mathematical operations accurately
5. Use a variety of thinking skills to anticipate and solve problems
9. Interact with others in groups or teams in ways that contribute to effective working relationships and the achievement of goals.
10. Manage the use of time and other resources to complete projects.
11. Take responsibility for one's own actions, decisions, and consequences.

### EXTERNAL COURSE ACCREDITATIONS AND CONDITIONS

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None

### COURSE EVALUATION

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Quizzes/Tests: 30%

Assignments: 30%

Discussions: 10%

Final Assignment: 30%

### PROGRAM SPECIFIC GRADING

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Per College grading system.

### GRADING SYSTEM

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A+:	90-100%	B+:	77-79%	C+:	65-69%	D:	50-54%	S - Satisfactory
A:	85-89%	B:	73-76%	C:	60-64%	F:	0-49%	I - Incomplete
A-:	80-84%	B-:	70-72%	D+:	55-59%			F- Repeat Course, included in GPA
								FS- Failure Supplemental
								FR- Repeat course, excluded from GPA

\*For a complete chart of grades and descriptions, please see the Grading Policy.

## LEARNING RESOURCES

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Other Resources:

Required: Monczka, Robert, Handfield, Robert B., Guinipero, Larry C., & James L. Patterson. Purchasing and Supply Chain Management. 6th Edition. Nelson, 2016. Print or eText.

Resources listed on the course outline support the achievement of learning outcomes, and may be used throughout the course to varying degrees depending on the instructor's teaching methodology and the nature of the resource.

## LEARNING ACTIVITIES

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quizzes or tests, discussions, group work, case study analysis

## DELIVERY MODE

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This course may be delivered, in whole or in part, in a number of modalities, including in class, online, hybrid, in a synchronous or asynchronous manner or a combination thereof, as per accreditation and/or regulatory standards where appropriate.

## ACADEMIC POLICIES

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Canadore College is committed to the highest standards of academic integrity, and expects students to adhere to these standards as part of the learning process in all environments. The College's Academic Integrity policy seeks to ensure that all students understand their rights and responsibilities in upholding academic integrity and that students receive an accurate and fair assessment of their work. Please review the Academic Integrity policy (A-18) and other academic policies found on our website:

<https://www.canadorecollege.ca/about/policies>.

## COLLEGE POLICIES

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- Protecting human rights in support of a respectful college community

For college policies please see: <http://www.canadorecollege.ca/about-us/college-policies>.

## STUDENT SUCCESS SERVICES - Your Success Matters!

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Student Success Services provides student-focused services to facilitate students' success in their studies. Staff provide support by reducing and/or removing educational-related barriers through individualized accommodations and supports to students with disabilities.

Please visit our webpage to learn more: <https://www.canadorecollege.ca/support/student-success-services> or look for our events on social media.

To connect with Student Success Services email [studentsuccessnow@canadorecollege.ca](mailto:studentsuccessnow@canadorecollege.ca) or call 705.474.7600 ext 5205.

### FIRST PEOPLES' CENTRE:

A culturally safe environment offering CONFIDENTIAL student focused services, drop in or make an appointment to access:

- One on one counselling
- Elder in residence program
- Peer tutoring
- Peer mentorship
- Lunch & learn workshops on study skills, self-care, life skills
- Learning Resource Centre

Drop by our offices at C254 College Drive, E101 Commerce Court or call 705 474 7600 Ext. 5961 College Drive / 5647 Commerce Court.

<https://www.canadorecollege.ca/experience/indigenous-student-experience>

### WAIVER OF RESPONSIBILITY

Every attempt is made to ensure the accuracy of this information as of the date of publication. The college reserves the right to modify, change, add, or delete content.

### HISTORICAL COURSE OUTLINES

Students use course outlines to support their learning. Students are responsible for retaining course outlines for future use in applications for transfer of credit to other educational institutions.