|  |  |
| --- | --- |
| **Prowadzący** | **dr Sergiusz Kuczyński** |
| **Oferta PJO\*** | TAK / ~~NIE~~\*\* |
| **Oferta PJOE\*** | TAK / ~~NIE~~\*\* |
| **Kierunek, rok, stopień dla PJO (\*obowiązkowe)** | Logistyka. Zarządzanie. II, III r. I st.: I i II r. II st. |
| **Semestr roku 2022/2023** | zimowy / letni\*\* |

\* PJO – przedmiot w języku obcym dla studentów polskich / PJOE – przedmiot w języku obcym dla studentów Erasmus+  
\*\* zostawić właściwe

BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

|  |  |
| --- | --- |
| **Module name** | **Purchasing and supply management** |
| **Erasmus code** |  |
| **ISCED code** |  |
| **Language of instruction** | English |
| **Website** | <https://www.umcs.pl/en/courses-in-english-2021-2022,21582.htm>  (dla PJOE) |
| **Prerequisites** |  |
| **ECTS points hour equivalents** | Contact hours (work with an academic teacher): 15 h  Total number of hours with an academic teacher: 15 h  Number of ECTS points with an academic teacher:  Non-contact hours (students' own work): 10 h Total number of non-contact hours: 10 h Number of ECTS points for non-contact hours:  Total number of ECTS points for the module: 3 |
| **Educational outcomes verification methods** | Preparation of the company's procurement and purchasing strategy.  Online final test. |
| **Description** | In leading business organizations in the world as well as those operating in Poland, the role and responsibility of the purchasing and supply chain management functions are significantly increasing. Purchasing teams are no longer just a source of simple cost savings, but by generating new innovative solutions in cooperation with external partners, they become leaders in increasing the competitiveness of their companies.  The program of the subject consists of the following topics:  1. The Role of Purchasing. Function and objectives of Direct purchase and Indirect purchase.  2. Purchasing as a function of the Supply Chain - interdependencies with other links (supply chain, logistics, storage, transport, etc).  3. Discussion of the strategic, tactical and operational role of the purchasing and supply area. Influence of the purchasing function on innovation and competitiveness of an organization.  4. Division of the purchasing process into Planning, Purchasing, Procurement, Building relationships with suppliers.  5. Category management (Kraljic Matrix) and creating Purchasing strategies.  6. Groups of Purchasing Categories and Types of Strategies for individual groups.  7. Category Management Strategy and Purchasing Strategy.  8. Identification of risks in supply chains and methods of their minimization.  9. Choosing between savings and safe goals in the supply chain management.  10. Planning and forecasting in purchases. Methods of forecasting in relation to purchasing needs.  11. Creating a material and financial plan based on the budget assumptions in an organization.  12. The role of purchasing in creating and updating budgets.  13. Building a purchasing plan, prioritizing purchasing projects, managing the effectiveness of implementing purchasing plans.  14. Sourcing. Product and supplier market research. Choice of suppliers.  15. Defining criteria for selecting / evaluating offers and suppliers.  16. E-shopping and electronic purchasing markets as tools supporting the purchasing process.  17. Procurement (operational purchases)  18. The role of ERP systems in the purchasing process  19. Supplier Relationship Management (SRM)  18. Optimization of the purchasing process (KPI in procurement)  20. Methods of measuring the effectiveness of functions and purchasing processes in an organization. Examples of KPIs in purchases: how to set, how measure how to settle accounts with bonus systems. |
| **Reading list** | 1. Kenneth Lysons, *Procurement Supply Chain Management*, Pearson 2016. 2. Michael Quayle, *Purchasing And Supply Chain Management Strategies And Realities,* University of Glamorgan, UK 2006. 3. Dale Neef, *e-Procurement From Strategy to Implementation*, 2001. |
| **Educational outcomes** | KNOWLEDGE  THE GRADUATE KNOWS AND UNDERSTAND  1. human features as an economic entity, included in various social structures and mechanisms influencing his behavior as an entrepreneur, manager, employee and consumer;  2. principles of operation of economic and social organizations in the regional, national, European and global dimensions and relations between them;  3. principles of the manifestation and development of various forms of entrepreneurship.  SKILLS  THE GRADUATE CAN  1. use the acquired knowledge to formulate and solve complex and unusual problems in organizations and theirs environment and performing tasks in conditions that are not fully predictable through proper selection of sources and information from them and their critical analysis and synthesis;  2. solve dilemmas related to the management of organizations;  3. communicate with the use of specialized terminology, prepare presentations and written papers on problems related to the functioning of the organization and their management.  ATTITUDES  THE GRADUATE IS READY FOR  1. recognition of the importance of specialist knowledge and expert opinion in solving cognitive and practical problems;  2. thinking and acting in an entrepreneurial way;  3. conduct in a professional manner. |
| **Practice** | n/a |

INFORMATION ABOUT CLASSES IN THE CYCLE

|  |  |
| --- | --- |
| **Website** | <https://www.umcs.pl/en/courses-in-english,21103.htm>  (dla PJOE) |
| **Educational outcomes verification methods** |  |
| **Comments** |  |
| **Reading list** |  |
| **Educational outcomes** | KNOWLEDGE  SKILLS  ATTITUDES |
| **A list of topics** |  |
| **Teaching methods** |  |
| **Assessment methods** |  |