

<b>Course number and name</b>	END 452 / Purchasing Management
<b>Credits, contact hours, categorization of credits</b>	3 credits / 42 hours / Engineering topic
<b>Instructor or course coordinator</b>	Murat BASKAK
<b>Text book and other supplemental materials</b>	<ul style="list-style-type: none"> <li>• Schuh, C., Strohmer, M.F., Easton, S., Hales, M.D., Triplat, A. (2014); Supplier Relationship Management (How to Maximize Vendor Value and Opportunity”, New York, Apress.</li> <li>• Mehmet Tanyaş, Murat Düzgün (2016), Uluslararası Lojistik: Küresel Tedarik Zinciri Yönetimi, Nobel Yayınları, Çeviri 2. Baskı, Ankara.</li> <li>• Triplat, A., Schuh, C., Raudabaugh, J.L. Strohmer, M.F., Kromoser, R. (2011), The Purchasing Chessboard: 64 Methods to Reduce Costs and Increase Value with Suppliers, Springer-Verlag New York Inc.</li> <li>• Leenders, M.R., Fearon, H.E., Flynn, A.E., and Johnson, P.F. (2002), Purchasing and Supply Management, McGraw-Hill Inc., New York.</li> <li>• Monczka, R., Trent, R., and Handfield, R. (2002), Purchasing and Supply Chain Management, Thomson Learning, Ohio.</li> <li>• Van Weele, A.J. (2002), Purchasing and Supply Chain Management, Analysis, Planning and Practice, Thomson Learning, London.</li> <li>• Grieco, P.I. (1997), Purchasing Ethics, PT Publications, Florida.</li> </ul>

<b>Course information</b>	
<b>Content</b>	Basic Definitions (Procurement, Purchasing, Supply Chain). Purchasing Process and Management. Purchasing Department Organization. Strategic Sourcing. Materials Management (Inventory Management). "Make or Buy" Decisions. Tactical Purchasing (Negotiation and Bargaining, Pricing). Contract Management. Indirect Purchasing. E-Procurement. Lean Procurement. Performance Measurement in Purchasing. Information Systems/Information Technologies in Purchasing. Supplier Relations Management (Supplier Selection and Evaluation).
<b>Prerequisites</b>	None
<b>Type</b>	Selected elective

<b>Course learning outcomes</b>
<p>Students who pass the course will be able:</p> <ol style="list-style-type: none"> <li>I. Knowledge about purchasing, procurement and supply chain concepts</li> <li>II. Interpret the importance of purchasing in supply chain</li> <li>III. Learn the purchasing activities in detail</li> <li>IV. Understand the situations and conditions of purchasing decisions</li> <li>V. Determine the performance of purchasing function</li> <li>VI. Knowledge about information Technologies in purchasing</li> <li>VII. Design a supplier choice and evaluation procedure</li> </ol>

<b>Student outcomes</b>	<b>Level of contribution</b>
SO1. An ability to identify, formulate, and solve complex engineering problems by applying principles of engineering, science, and mathematics.	Little
SO2. An ability to apply engineering design to produce solutions that meet specified needs with consideration of public health, safety, and welfare, as well as global, cultural, social, environmental, and economic factors.	Partial
SO3. An ability to communicate effectively with a range of audiences.	High
SO4. An ability to recognize ethical and professional responsibilities in engineering situations and make informed judgments, which must consider the impact of engineering solutions in global, economic, environmental, and societal contexts.	Partial
SO5. An ability to function effectively on a team whose members together provide leadership, create a collaborative and inclusive environment, establish goals, plan tasks, and meet objectives.	High
SO6. An ability to develop and conduct appropriate experimentation, analyze and interpret data, and use engineering judgment to draw conclusions.	High
SO7. An ability to acquire and apply new knowledge as needed, using appropriate learning strategies.	Little

<b>Week</b>	<b>Topics</b>	<b>Learning outcome(s)</b>
1	Basic Definitions (Procurement, Purchasing, Supply Chain)	I
2	Purchasing Process and Management	II, III
3	Purchasing Department Organization	II
4	Strategic Sourcing	II
5	Materials Management (Inventory Management)	VI
6	“Make or Buy” Decisions	IV
7	Tactical Purchasing (Negotiation and Bargaining, Pricing)	III
8	Contract Management	III
9	Indirect Purchasing	II
10	E-Procurement, Lean Procurement	VI
11	Performance Measurement in Purchasing	V
12	Information Systems / Information Technologies in Purchasing	VI
13	Supplier Relations Management (Supplier Selection Methods)	VII
14	Supplier Relations Management (Supplier Evaluation Approaches)	VII