**COURSE OBJECTIVES**

To provide students with an understanding of the impact that sourcing and supply management have on the success and profitability of firms in today’s business environment.

**KEY CONCEPTS**

- Purchasing and supplier management
- Cost analysis
- Total cost of ownership
- Prices and contracts
- Procurement risks
- Supplier selection and evaluation
- Global sourcing
- Dual sourcing
- Environmental and social issues in sourcing and purchasing

**WHO SHOULD TAKE THIS COURSE?**

Anybody interested in consulting, operations, manufacturing, or entrepreneurship. In a recent study of supply chain job ads for MBAs, sourcing and supplier management was the most important topic, required in 57% of ads.

**COURSE DESCRIPTION**

We will look at some of the factors that need to be considered when making sourcing and supplier management decisions (costs, prices, contracts, ethics, globalization, risks), and discuss the influence that sourcing and supply management have on other functional activities, such as product design, inventory management, etc.