Supply Chain Management: Strategic Procurement

Updated on June 30, 2021

1 Course description

The role of procurement changed dramatically over the last decades. In the past, procurement was a clerical task with little freedom of action. This changed when companies started to focus on their core competencies and outsourcing became more important. This development did not only increase the volume of inputs to be procured but also their complexity. As a consequence, procurement managers need to make important strategic decisions. E.g., they need to prevent unnecessary dependencies and to think about long-term competition when deciding for a certain technology.

In this course students will learn about the most important aspects in strategic procurement. After an introduction to game theoretical reasoning, students will learn how to prepare a procurement project. Then they will learn about different popular procurement mechanisms like negotiations and reverse auctions. Finally, they will learn how to reach more complex goals in procurement. For example, what is important when awarding a contract for a long-term procurement project or how to procure innovation.

2 Administration

Class times	Tuesday, 16:00-17:30 (online)
	Wednesday, 10:00-11:30 (online)
	Friday, 08:00-09:30 (online)
Faculty	Nicolas Fugger
	Mail: fugger@wiso.uni-koeln.de
	Office hours: by appointment
Teaching assistant	Moritz Wegener
	Mail: wegener@wiso.uni-koeln.de
	Office hours: by appointment
Secretary	Stephanie Rauscher
	Mail: rauscher@wiso.uni-koeln.de
Assignments	There are regular homework assignments. Students can earn bonus points by uploading complete solutions to Ilias on time. Bonus points improve the exam grade.
Grading	Exam (75%) and Project (25%)
Exam	tba
Handouts	Handouts will be available for download on Ilias.
Language	English
Prerequisites	Interest in procurement and strategic thinking.

3 Assignments

To earn bonus points you have to upload your complete solutions 18 hours before the plenum takes place on Ilias. You can work in groups of up to four members. By uploading the solution each member of the group agrees to present the solution in the next problem class. For uploading complete solutions and being willing to present them you earn one bonus point per assignment.