

# Supply Chain Management: Strategic Procurement

Updated on June 21, 2024

## 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

<b>Class times</b>	Monday, 10:00-11:30 (XXIV) Tuesday, 16:00-17:30 (XXIV) Wednesday, 10:00-11:30 (XXIV)
<b>Faculty</b>	Nicolas Fugger Mail: fugger@wiso.uni-koeln.de
<b>Teaching assistant</b>	Dylan Gellert Mail: dylan.gellert@uni-koeln.de
<b>Secretary</b>	Stephanie Rauscher Mail: rauscher@wiso.uni-koeln.de
<b>Assignments</b>	There are regular homework assignments. Students can earn bonus points by uploading complete solutions to Ilias on time. For each of the five assignments students can earn one bonus point. Bonus points improve the grade.
<b>Grading</b>	Exam (75%) and Project (25%)
<b>Handouts</b>	Handouts will be available for download on Ilias.
<b>Language</b>	English
<b>Prerequisites</b>	Interest in procurement and strategic thinking.
<b>Project submission</b>	...
<b>Exam</b>	...

## 3 Assignments

To earn bonus points you have to upload your complete solutions by Thursday, 15:00 on Ilias. You can work on the assignments in groups of up to 3 members. Each student has to upload her/his own solutions to get bonus points. 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.

*Note:* If you are unable to attend a session, but still want to receive bonus points for the assignment, you need to additionally upload a video of yourself presenting your solutions by Thursday, 15:00 to Ilias. We recommend recording a Zoom meeting in which you share your solution slides.