

**COURSE TITLE: STRATEGIC PROCUREMENT / LOGISTICS AND
SUPPLY CHAIN STRATEGY.**

COURSE CODE: MBAP 7304

HOURS TAUGHT: 3 HRS PER WEEK

PREREQUISITES: NONE

PURPOSE OF COURSE

Organizations are increasingly under pressure to operate efficient and effective strategies within the international market. They rely heavily upon the supply of goods and services to maintain competitive advantage. It is essential that procurement personnel develop an awareness of how strategies are developed and executed within organizations, and the impact of strategic procurement and supply chain management upon the success of such strategies. The course therefore, examines the linkage between overall organizational strategy and the procurement function.

EXPECTED LEARNING OUTCOMES

By the end of the course students should be able to:

- Explain the information and knowledge needed for an understanding of the nature of strategy within the organization
- Discuss the specific contribution that strategic management of the supply chain can make to overall success.

COURSE CONTENT

Strategy and strategic Procurement

- The concept of strategy
- Strategy development
- Corporate purpose and scope for organizations
- Levels of strategy in the organization
- Strategic management

The nature of strategic supply chain management

- Strategic procurement and supply chain models
- The role, basis and influence of customer perception.

Strategic Management

- Strategic analysis, purpose and nature
- Utilization of strategic analysis in business
- Definition of the basis of strategic choice
- Generic strategies
- Strategic direction options including consolidation and market penetration
- Strategic method options including internal development and joint alliances
- Evaluation and selection of strategic options
- Implementation of strategies
- Development, management and control of resources
- Organizational design
- Organizational structures
- Procurement and supply function.

Strategic supply chain management

Development and evolution of the Procurement and supply function

Role, objectives and contribution of supply chain strategies to corporate strategy

The strategic supply chain planning process.

Strategic supply chain frameworks

The operation of supply chain strategies through all organization functions.

Configuration and co-ordination of the supply chain.

Control and creation of added value in supply chain management

Innovation in supply chain management

Designing products and services through strategic supply chain

Managing environmental procurement within strategic supply chain management.

MODE OF DELIVERY

- Lectures
- Reading assignments
- Practical assignments

- Field trips
- Documentaries

INSTRUCTIONAL MATERIALS AND / OR EQUIPMENT

- Whiteboard and Markers
- Flip Charts
- LCD Projectors
- CDs, DVDs and Tapes

COURSE ASSESSMENT

- Continuous assessments tests 20%
- Group and individual project (course work) 20%
- End of Semester Examination 60%

READING MATERIALS / LIST

Zenz, G., J, and Thompson, G, H (1981) . Purchasing and the management of materials. USA, John Wiley and Sons , Inc.

Dobler, W., D, Lee Jr, L. and Burt, D, N (1984). Purchasing and materials management text and cases USA McGraw – Hill ,inc .

Leenders, M., R., Fearon, H., E, and England, Wilber, B, (1980). Purchasing and materials management. USA, Richard D., Irwin, Inc.

Saleemi, N., A. (1997). Purchasing and supplies management simplified Nairobi, N. A Saleemi Publishers.

Nair, N, K, (1985). Purchasing and materials management New Delhi Vikas publishing House Put Ltd.

Coyle, J. J and Bardi E. J (1984). The Management of Business Logistics . USA West Publishing Company 3rd Ed.

Tushman, M. L and Moore, W. L, (1982). Readings in the management innova. USA Pitman. Publishing pty Ltd.

