Sourcing international, Outsourcing/Offshoring

General Information

Number of ECTS Credits
3

Module code
TSM_Sourcing

Valid for academic year
2019-20

Last modification
2019-06-19

Coordinator of the module
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Explanations regarding the language definitions for each location:

- Instruction is given in the language defined below for each location/each time the module is held.
- Documentation is available in the languages defined below. Where documents are in several languages, the percentage distribution is shown (100% = all the documentation).
- The examination is available 100% in the languages shown for each location/each time it is held.

	Berne	Lausanne			Lugano	Zurich		
Instruction						**X** E 100%		
Documentation						**X** E 100%		
Examination						**X** E 100%		

Module Category
TSM Technical scientific module

Lessons
2 lecture periods and 1 tutorial period per week

Entry level competences

Prerequisites, previous knowledge

Knowledge about strategic purchasing/supply management process and models
Knowledge of basic purchasing portfolio Management (Kraljic)
Basics of logistic processes, Process management
Basics of project management and system engineering (esp. qualitative evaluation methods)

Brief course description of module objectives and content

Procurement may defined as the management of the company's external resources in such a way that supply of all goods, services, capabilities and knowledge which are necessary for running, maintaining and managing the company's primary and support activities is secured at the most favourable conditions (Van Weele, 2010). A company's spend for goods and services can account for 50% to 70% of total cost of goods sold and in order to improve company's competitive position procurement must become international. Procurement as a strategic business driver turns into strategic

importance with increasing spend volume and enhancing complexity caused by expanding the nature and geographic distribution of goods and services procured. Therefore the objective of the module is to learn how companies can realize most favourable conditions form international resources for their goods and services.

Aims, content, methods

Learning objectives and competencies to be acquired

Students of the module are able
- to understand drivers for using international resources
- to prepare outsourcing decisions (i.e. make or buy, business process outsourcing)
- to prepare sufficient statements of requirements for goods and services
- to select countries and suppliers with favourable conditions
- to define an appropriate supplier relationship in international context
- to use instruments to control the outsourcing process

Module content with weighting of different components

1. Strategy
   1. competitive advantage & value chains
   2. Theory and practice
   3. Assessment of Potentials
   4. Risk Management
2. Statement of Requirement
   1. Business process analysis
   2. value stream analysis
3. Supply Management
   1. Supply Market Intelligence
   2. Supplier Relationship Management
4. Controlling
   1. Investment appraisal
   2. Performance based contracting (SLA)

Teaching and learning methods

Lectures, Case study Method
Assignments, written and oral presentation

Literature

1) Van Weele, A. J. (2018), Purchasing & supply chain management: analysis, strategy, planning and practice. 7th ed. Cengage Learning EMEA.

2) R.J. Trent (2018), Strategic Supply Management Revisited.ROUNDHOUSE PUBLISHING GROUP

3) J. O'Brien (2018),Supplier Relationship Management: Unlocking the Hidden Value in Your Supply Base. Kogan Page

4) S.K. Cullen, M. Lacity, L. P. Willcocks (2014), Outsourcing – all you need to know. White Plume Publishing

5) J. Oshri, J. Kotlarsky, L.P. Willcocks (2015), The Handbook of Global Outsourcing and Offshoring. 3[rd]ed. Palgrave Macmillan

6) R. Sturm, W.Morris (2000), Foundations of Service Level Management. ams Publishing

Assessment

Certification requirements

Module uses certification requirements

Certification requirements for final examinations (conditions for attestation)

80% of assignments completed in time and passed. Assignments are based on case study approaches

Basic principle for exams

As a rule, all standard final exams are conducted in written form. For resit exams, lecturers will communicate the exam format (written/oral) together with the exam schedule.

Standard final exam for a module and written resit exam

Kind of exam

Written exam

Duration of exam

120 minutes

Permissible aids

No aids permitted

Kind of exam

Oral exam

Duration of exam

30 minutes

Permissible aids

No aids permitted