New Course Request

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<th>Check Appropriate Boxes:</th>
<th>Undergraduate credit [✓]</th>
<th>Graduate credit [ ]</th>
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<td>1. School/Division</td>
<td>Business</td>
<td>2. Academic Subject</td>
<td>Code Bus</td>
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<td>3. Course Number P 320</td>
<td>(must be cleared with University Enrollment Services)</td>
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<td>4. Instructor</td>
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<td>5. Course Title Supply Chain Management: Sourcing</td>
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<td>Recommended Abbreviation (Optional) (Limited to 32 Characters including spaces)</td>
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<td>6. First time this course is to be offered (Semester/Year): Fall 2007</td>
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<td>7. Credit Hours: Fixed at ___________ or Variable from ___________ to ___________</td>
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<td>8. Is this course to be graded S-F (only)? Yes [ ] No [ ]</td>
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<td>9. Is variable title approval being requested? Yes [ ] No [ ]</td>
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<td>10. Course description (not to exceed 50 words) for Bulletin publication:</td>
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<td>11. Lecture Contact Hours: Fixed at ___________ or Variable from ___________ to ___________</td>
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<td>13. Estimated enrollment: ___________ of which ___________ percent are expected to be graduate students.</td>
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<td>14. Frequency of scheduling: ___________ Will this course be required for majors? ___________</td>
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<td>15. Justification for new course:</td>
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<td>16. Are the necessary reading materials currently available in the appropriate library?</td>
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<td>17. Please append a complete outline of the proposed course, and indicate instructor (if known), textbooks, and other materials.</td>
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<td>18. If this course overlaps with existing courses, please explain with which courses it overlaps and whether this overlap is necessary, desirable, or unimportant.</td>
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<td>19. A copy of every new course proposal must be submitted to departments, schools, or divisions in which there may be overlap of the new course with existing courses or areas of strong concern, with instructions that they send comments directly to the originating Curriculum Committee. Please append a list of departments, schools, or divisions thus consulted.</td>
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Submitted by: [Signature] Date 1/24/07
Department Chairman/Division Director

Approved by: [Signature] Date 1/25/07
Dean

Dean of Graduate School (when required) Date ____________
Chancellor/Vice-President Date ____________
University Enrollment Services Date ____________

After School/Division approval, forward the last copy (without attachments) to University Enrollment Services for initial processing. And the remaining four copies and attachments to the Campus Chancellor or Vice-President.

University Enrollment Services
Final—White; Chancellor/Vice-President—Blue; School/Division—Yellow;
Department/Division—Pink; University Enrollment Services Advance—White

UPS 724
Kelley School of Business - Indianapolis
P320: Supply Chain Management: Sourcing

Spring 2008

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COURSE OVERVIEW

This course examines the purchasing management role and responsibilities in the firm. You will study the internal and external relationships with other company activities and with suppliers. Course work provides you with the understanding of quality, solicitation techniques, source selection, pricing principles, legal aspects, value analysis, purchasing systems and ongoing administration of commercial, industrial and government contracts. You will review the application of the Law of Contracts and the Uniform Commercial Code as applied to contract interpretation, contract changes resolution of disputes and remedies for non-performance. You will use the case-study method to understand both the academic and practical aspects of the purchasing and contract administration.

With the advent of international manufacturing, particularly noteworthy in the growth in China, many products and materials are now being sourced foreign sources. This sourcing process is much more complex than traditional purchasing operations; requiring new skills and practices for the managers. Due to this situation, the purchasing and supply management field is growing in importance and employment. Students who have an interest in international business, marketing, supply chain operations, and finance will find this course to be very applicable to their future career development.

Upon completion of this course, the student should be able to demonstrate a knowledge of the basic concepts of purchasing and materials management. This will include the process and procedures involved in purchasing and materials planning, procurement, and movement. Students should be able to research vendor, product, and market information. Students should also be able to integrate knowledge to analyze and solve purchasing related problems.
Included in the curriculum is an overview of the material from the Institute for Supply Management required to become a Certified Purchasing Manager (C.P.M.) (see http://www.ism.ws/about/content_cfin?ItemNumber=4790&navItemNumber=4896 for more information) on the Institute for Supply Management and Certified Purchasing Managers.

We will use a variety of instructional tools including lectures, case discussions, guest speakers, videos, group projects, and presentations. The course content covers both quantitative and qualitative materials. The cases will feature high-tech, global companies as well as new developments in more traditional distribution and retailing industries such as automotive, apparel, and food. During the term we will also consider sourcing and procurement issues in parts of the world with underdeveloped infrastructure.

**COURSE CONTENT:**

Students should learn advanced concepts for the management of the organizational activities that acquire resources, commonly referred to as purchasing, procurement, or supply management including:

- Support of the enterprise strategic plan for the desired product/service quality, customer service, and total cost.
- Integration with the two other major processes in modern integrated operations management, production and logistics, which together form the supply chain.
- Design of the people, process, and technology elements.
- Application of techniques and principles to service organizations such as banks, financial institutions, hospitals, and transportation companies.
- Development and implementation of e-procurement systems and tools
- Measuring performance of the process and suppliers to determine the economic value-added (EVA) impact.
- Using best practices and other operating tactics to create world class supply management.
- Major sources of information and opportunities for continuing professional development.

This course will also address the following sourcing and procurement issues:

- Role in Business
- Policies and Procedures
- Computer Based Systems/EDI
- Strategy
• Legal Considerations
• Make-or-Buy Decisions
• Value Analysis
• International/Global Sourcing
• Price/Cost Analysis
• Negotiation
• Ethics and Social Responsibility
• Quality Considerations

TEXT


ASSESSMENT

Quizzes: 25%

IUPUI's Supply Chain Management Information Portal: 40%

This is a two-part team assignment that you and a partner will be doing together this semester. There are two parts to this assignment that will be weighted as follows:

20% of grade: Draft write-up of your assigned topic and accompanying PowerPoint presentation (due at varying points during the semester when your set of topics come up – see Syllabus for actual dates)

20% of grade: Final write-up of your assigned topic and accompanying PowerPoint presentation (due by 5:00 p.m. Monday May ___ at the latest, but these can be turned in earlier in the semester if you so chose)

See description attached to this syllabus for more details (pages 9-10).

Final Exam: 35%

This will be a case-based final exam. More details will follow later in the semester.
P320 SUPPLY CHAIN MANAGEMENT: SOURCING
COURSE SYLLABUS

#1 Wed.  Introduction - The Strategic Context of Sourcing
Read: Chapter #1

#2 Mon.  The Purchasing Process
Read: Chapter #2

#3 Wed.  Purchasing Policies and Procedures
Read: Chapter #3

#4 Mon.  Purchasing and Supplier Integration
Read: Chapters #4-5

#5 Wed.  Category/Commodity Strategy
Read: Chapters #6

#6 Mon.  Supplier Evaluation, Selection, and Quality Management
Read: Chapters #7-8

#7 Wed.  Supplier Management and Development
Read: Chapters #9

#8 Mon.  Global Sourcing
Read: Chapter #10
#9 Wed.  Strategic Cost Management
   
   Read: Chapter #11

#10 Mon.  Purchasing and Supply Chain Analysis: Tools and Techniques
   
   Read: Chapters #12

#11 Wed.  Effective Negotiations
   
   Read: Chapter #13

#12 Mon.  Contracting
   
   Read: Chapter #14

#13 Wed.  Purchasing Law and Ethics
   
   Read: Chapter #15

#14 Mon.  Managing Supply Chain Inventory
   
   Read: Chapter #16

#15 Wed.  Purchasing Services
   
   Read: Chapter #17

#16 Mon.  Sourcing and Supply Performance Measurement
   
   Read: Chapters #19
#17 Wed. Online Auctions

Read: “Supply and the Brand”

Prepare: Do I Hear 5 Million Euros? The Story of a Reverse Auction: Econia.Com and Scotts (A)
http://www.econia.com/

1. What do buyers get out of Internet-based auctions? How about sellers?
2. Should all goods and services be sourced using Internet-based auctions?

#18 Mon. Online Exchanges

Prepare: ITC’s E-Choupal: Taking E-Business to Farmers

1. What is an online exchange and how is it different from an online auction? How is it the same?
2. What are the inefficiencies in ITC’s traditional procurement model?
3. What difficulties did ITC face in implementing e-Choupals?
4. Is there much of a future for online exchanges?

#19 Wed. Ethical Supply Chains

Prepare: The Co-Operative Group: Fairtrade Chocolate Executive Summary
http://www.fairtrade.org.uk

1. What types of supply chains are most susceptible to unethical practices?
2. How does a company know what is going on in its supply chain?
3. What actions can (and should) managers take to ensure that only ethical practices are taking place in their supply chains?

Spring Break!
#20 Mon. Basics of Make to Stock vs. Make to Order

Review: Your P301 notes on Just-in-Time

#21 Wed. Supply Chain Making (Part 2): The Plant Location Decision

Prepare: **Huxley Maquiladora**

#22 Mon. Supply Chain Making (Part 3): Pulling it all Together

Prepare: **Acer Group's China Manufacturing Decision**

#23 Wed. Supply Chain Returns: Reverse Logistics

Prepare: **Managing Product Returns at Hewlett Packard**

#24 Mon. Supply Chain Strategy (Part 1) Resistance to Change

Read: **"Aligning Incentives in Supply Chains"**

#25 Wed. Supply Chain Strategy (Part 2): Implementing Strategy

Read: **"Leading a Supply Chain Turnaround"**

*Take-home final exam case introduced.*

#26 Mon. “Careers in Supply Chain Management” and some “Recent Research Findings”

Guest Speaker - TBD

#27 Wed. Supply Chain Sourcing: Student Presentations

We will do the first round of student presentations this day in regards to supply chain sourcing.
#28 Mon. Supply Chain Making: Student Presentations

We will do the second round of student presentations this day in regards to supply chain making.

#29 Wed. Class Wrap-up

5:00 p.m. Monday 5/09 5:00 p.m. - Final draft of Short Paper and Presentation Due
(Note: You can turn these in earlier in the semester if you so chose).
GROUP PROJECT

This is a group project unlike any that you have probably ever done at IUPUI. Working in two-person teams (and coordinating the entire class as one mega-team), we are going to begin creating what could become world's best free supply chain management information portal. This group assignment is modelled on a free quality management information portal at www.freequality.org (that Penn State and Boise State unveiled a few years ago). Anything that other schools can do, we at IUPUI can do even better! The first step is generating content that will be useful to supply chain-oriented managers around the world. More to the point, we need to generate two types of information – short papers and PowerPoint slides for the topics assigned to each team. The list of topics is as follows:

**Sourcing (Presentations Class 26)**
1. UNSPSC Code
2. Total Cost of Ownership
3. Design for Supply Chain Management
4. Ethical Sourcing
5. Supplier Risk Assessment

**Making (Presentations Class 27)**
1. Mass Customization
2. Outsourcing
3. Enterprise Resource Planning (ERP)
4. Cycle Time Reduction Teams (CTRT)
5. Process Mapping

Why are we doing this? Well... there are three good reasons why it makes sense. First, it is a different kind of group project that breaks-up the monotony of the same “old-type” of group project that you have probably been doing now for the past three years. Second, your work will become “famous” out there in cyber-space where it counts the most – with real managers at good companies. Moreover, when you go up for job interviews (not to depress you too much but many of you will be changing jobs every few years throughout your twenties) you can refer prospective employers to the website and your work to help establish your credibility in the field. Finally, it helps IUPUI and our Operations Management department even better position itself as a leader in the supply chain management field.

The purpose of this project is for you and your teammate to describe clearly and accurately your assigned topic in a short paper and an accompanying set of PowerPoint slides. One of the keys will be strong standardization in terms of format. We are going to ultimately be providing a free service to managers and we will need all the papers and PowerPoint slides to be in a consistent format (margins, font type, font size, etc.).
Part A: The Short Paper

For consistency, your paper's content should be as follows. There is no set page limit, but remember that managers will be downloading these papers so when in doubt shorter is best. I'd expect most papers to be about 5 – 6 pages long as follows:

a. 1 page introducing/defining the topic plus a brief history of its discovery/invention.
b. 2-3 pages detailing what are the main elements/characteristics/features of the topic.
c. 1-2 pages describing how companies apply/implement the topic.
d. 1 page outlining the likely future evolution of the topic.

You can collect information for your paper from a variety of sources including books, newspapers, and magazines. One of the best sources is PROQUEST ABI INFORM – available online at the IUPUI library. Do a “guided search” on your topic and the information will come flooding in. Other good sources are managerial organizations such the Supply Chain Council (www.supply-chain.org), the Council of Logistics Management (www.clm.org), and the American Production and Inventory Management Society (www.APICS.org). Although purely optional, you can also e-mail or call-up mangers (or consultants) and interview them on your topic (this could also be a good “foot-in-the-door” technique to scout-around for a job). If you want to quote a manager, don’t forget to ask to get his or her permission – this is going out on the Internet and we don’t want to get anyone really mad at us! Also, don’t forget to put in the appropriate footnotes and citations to give credit where credit is due for any other sources used in your paper.

Part B: The PowerPoint Slides

These should obviously be based on your short paper, and I’d expect most to be about 5 – 6 slides as follows:

a. 1 slides introducing/defining the topic plus a brief history of its discovery/invention.
b. 2-3 slides detailing what are the main elements/characteristics/features of the topic.
c. 1-2 slides describing how companies apply/implement the topic.
d. 1 outlining the likely future evolution of the topic.