




5.0 credits	30.0 h	2q
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Teacher(s) :	Blome Constantin ; Paulraj Antony ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Main themes :	Developing and implementing sourcing strategies
Aims :	<p>Having regard to the LO of the programme X, this activity contributes to the development and acquisition of the following LO:</p> <ul style="list-style-type: none"> <li>-- 1. Corporate citizenship</li> <li>2. Knowledge and reasoning                             <ul style="list-style-type: none"> <li>2.1. Master the core knowledge of each area of management.</li> <li>2.3. Articulate the acquired knowledge from different areas</li> <li>2.4. Activate and apply the acquired knowledge '                                     <ul style="list-style-type: none"> <li>3. A scientific and systematif approach   <ul style="list-style-type: none"> <li>3.3.Consider problems using a systemic and holistic approach '   <ul style="list-style-type: none"> <li>3.5.Produce, through analysis and diagnosis, implementable solutions'</li> </ul> </li> </ul> </li> </ul> </li> </ul> </li> </ul> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Evaluation methods :	<p>The performance assessment will be based on individual and group performance:</p> <ul style="list-style-type: none"> <li>- Group Performance (30%): Case presentation (30%)</li> <li>- Individual Performance (70%): - Business strategy opinion paper (15%), - Global sourcing opinion paper (15%), - Final exam (40%)</li> </ul> <p>The final exam is a written examination based on course literature and lectures. It is allowed to bring 2 pages of notes to the exam, however it is not allowed to access internet, books etc. during the examination. The date of the final exam will be announced in class.</p>
Teaching methods :	<p>Given the condensed format for the class and the role of case teaching, participation at all project presentations, guest lectures, and debriefings is mandatory. We will be discussing other cases and articles during the course. You should be prepared for class discussion.</p>
Content :	<p>This course focuses on how firms can obtain competitive advantage through a careful management of the input side via sourcing strategies. The issue of competitive advantage is key for purchasing and supply chain management, but also draws significantly from industrial marketing, strategic management and international business. In the course, we will discuss the history of sourcing strategies to understand why companies currently behave as they do. The course elaborates on the importance of sourcing strategy as a tool to achieve better performance. Current developments in the world (globalization trend, new developing economies, reduction of trade barriers, etc.) imply that companies are/should be more aware of opportunities, threats and changes (new possible suppliers and/or business partners, foreign competition, substitute goods, changes in company structures, etc.) and the impact of these elements on sourcing. Prospects for the next decade suggest a spectacular increase in gains through changes in sourcing strategies. An efficient implementation of those strategies requires first of all an alignment with the organizational structure. In this respect, coordination, risk mitigation and strategic partnerships are indispensable to achieve full alignment and integration with the general strategy and organization structure of a company as well as with the strategy and structure of other members in the supply chain.</p> <p>The course objectives are:</p> <ul style="list-style-type: none"> <li>- To implement and apply professional category strategies</li> <li>- To become familiar with the arsenal of potential sourcing strategies</li> <li>- To experience best practices in sourcing strategies and learn their hurdles and success factors</li> <li>- To learn how to provide a thorough supply analysis to derive superior sourcing strategies</li> <li>- To make students familiar with best practice concepts and methods in supplier relationship management and supply chain governance as pursued by leading edge firms</li> <li>- To enable students to best use the innovation potential of the supply base</li> <li>- To become familiar with best practice concepts in managing supply chain risks</li> </ul> <p>In general, you should be able after the course to understand different types of sourcing strategies and understand the impact of these strategies on performance and competitive advantage. Special attention will be given to spend analysis, alignment with corporate strategies, outsourcing and global sourcing.</p>
Bibliography :	<p>Blome Constantin : . READING FILE compulsory and available on line Supports available on line are on ICAMPUS.</p>

<p>Other infos :</p>	<p>Semester: Spring 2015                  Language: English                  Lectures: 30 h (14 x 2 h) (5 ECTS)                  Prof. Constantin BLOME, GSK Vaccines Chairholder in Strategic Sourcing and Procurement, Office UCL/LSM B,                  constantin.blome@uclouvain.be                  Phone: +32 10 474 312                  Prof. Antony PAULRAJ, University of Southern Denmark, ap@sam.sdu.dk</p>
<p>Faculty or entity in charge:</p>	<p>CLSM</p>

<b>Programmes / formations proposant cette unité d'enseignement (UE)</b>				
Intitulé du programme	Sigle	Credits	Prerequis	Acquis d'apprentissage
Master [120] in Business engineering	INGE2M	5	-	
Master [120] in Business Engineering	INGM2M	5	-	
Master [120] in Management	GEST2M	5	-	
Master [120] in Management	GESM2M	5	-	