




Teacher(s) :	Blome Constantin ; Norrman Andreas ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Prerequisites :	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.
Main themes :	Strategic Value, organizational context and setup, operational processes of S& mp;P and enablers of a high-impact organization
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"> -- 1. Corporate citizenship 1.3. Decide and act responsibly ' 2. Knowledge and reasoning 2.1. Master the core knowledge of each area of management. 2.3. Articulate the acquired knowledge from different areas 2.4. Activate and apply the acquired knowledge ' 3. A scientific and systematif approach 3.3.Consider problems using a systemic and holistic approach ' 3.5.Produce, through analysis and diagnosis, implementable solutions' 4. Innovation and entrepreneurship 4.1. Identify new opportunities, propose creative and useful ideas ' 4.4.Reflect on and improve professional practices. 5. Work effectively in an international and multicultural environment 5.1.Understand the inner workings of an organization ' 5.2.Position ... the functioning of an organization, in its ...socio-economic dimensions' 6. Teamwork and leadership 6.1. Work in a team... 6.2. Exercise enlightened leadership skills' 7. Project management 7.1.Analyse a project within its environment and define the expected outcomes' 7.2. Organize, manage and control the process, ' 7.3.Make decisions and take responsibility for them in an uncertain world ' 8. Communication and interpersonal skills 8.1. Express a clear and structured message' 8.2. Interact and discuss effectively ' 9. Personal and professional development 9.1. Independent self-starter ' <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"> - Group Performance (70%) - Individual Performance (final exam) (30%): <p>The final exam is a written examination based on course literature and lectures. It is allowed to bring your notes and books etc, however it is not allowed to access internet etc. during the examination. The date of the final exam will be announced in class.</p>
Teaching methods :	The course will be based on real life procurement processes as framework to enable the strategic understanding. Mini cases, company visits, a negotiation clinic and an own research project as semester report will challenge you.
Content :	<p>Each procurement organization has to be positioned at the right place in the organization in order to provide value added. Oftentimes mindset, organizational structure, responsibilities, processes and enablers are not too well aligned. Understanding the scope of procurement, developing the right mindset and being able to match structure, process, people and tools is pivotal in this regard. By following procurement processes in practice and an elaborated semester project we will learn how to develop a high impact SS& organization. These skills are particularly necessary in order to qualify as executive shaping organizations and supervising teams. The course objectives are:</p> <ul style="list-style-type: none"> - To make you familiar with strategic and operational best practice processes in sourcing & procurement - To become proficient in the operational procurement process and understand which levers enable a high performance

	<p>- To provide you with an understanding of the scope of SS& - To experience the best practice examples of how to enable a strategic SS& unit as well as to learn the basic requirements (e.g. law) In general, you should be able after the course to have the right mindset for delivering value add with procurement, know how to set-up efficient and effective operation procurement processes and how to enable the SS& function to provide strategic value.</p>
<p>Bibliography :</p>	<p>Blome Constantin : TEXTBOOK compulsory and available on line SLIDES compulsory and available on line . BOOK : not compulsory. READING FILE compulsory and available on line and no available on line. Supports available on line are on ICAMPUS.</p>
<p>Other infos :</p>	<p>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. Andreas NORRMAN, Lund University, andreas.norrman@tlog.lth.se, Phone: +46 46 222 9150</p>
<p>Faculty or entity in charge:</p>	<p>CLSM</p>

Programmes / formations proposant cette unité d'enseignement (UE)				
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	-	