***Global Sourcing course description***

**Course with Professor Craig Hill**

**From the Clayton State University**

The global distribution aspect of logistics/supply chain management today represents a great challenge as well as a tremendous opportunity for most firms. The importance of establishing supply relationships with foreign sources requires companies to develop competencies in strategic sourcing, purchasing and importation of goods. This course will emphasize the strategic and operational elements of establishing and maintaining global supply chains.  
  
Course Objectives and Learning Outcomes will be accomplished through reading, lectures, discussions, case analyses and exams where applicable. The objectives for this course support the mission statement for the School of Business and expected learning outcomes for the B.B.A. in the specific area of logistics and supply chain management.

As an outcome of this course, students will be able to:  
1. Explain the importance of global sourcing in supply chain management  
2. Describe the global sourcing process.  
3. Demonstrate competent knowledge of the global sourcing process  
4. Distinguish between ethical and non-ethical sourcing practices  
5. Design an effective importation process.  
  
Course content:  
Purchasing Ops & Structure  
- Chapter 1: Introduction to Purchasing and SC Mgt.  
- Chapter 2: The Purchasing Process  
- Chapter 3: Purchasing Policy and Procedures  
- Chapter 4: Supply Mgt. Integration Strategic Sourcing  
- Chapter 6: Supply Mgt and Commodity Strategy Development  
- Chapter 7: Supplier Evaluation and Selection  
- Chapter 10: Worldwide Sourcing  
- Chapter 11: Strategic Cost Mgt: Negotiation and Contracts  
- Chapter 13: Negotiation  
- Chapter 14: Contract Management  
  
Requirements, evaluation, grading:  
2 - 30 minute open book quizzes each counting 15 %.  
- One after chapter 4 on Purchasing Ops & Structure  
- One after chapter 11 on Strategic Cost Management

A final closed book exam given during the last session of the class counting 50%  
Class Participation counts 20%

Required and recommended reading:  
Chapters: 1, 2, 3, 4, 6, 7, 10, 11, 13, 14  
Purchasing & Supply Chain Management, 4th ed., Monczka, Handfield, Giunipero, Patterson, Southwestern/Cengage Learning (2009), ISBN: 0324381344  
PowerPoint presentations – Supplied by instructor