

A - New Course Proposal V. 7.2022 : Entry # 3357**DEAN Decision**

Approved

Date

09/16/2024

Is this course intracollegiate or intercollegiate?

Intracollegiate

DEAN Comments

A great course to support growing interest in operations & supply chain management careers.

SCHOOL EPC Decision

Approved

Date

11/08/2024

Begin Form**Today's Date**

09/12/2024

Your Name:

Bradley Venable

Your Email:bvenabl1@highpoint.edu**Are you a Department Chair?**

Yes

By checking below, I certify that my department chair has seen and approved the new course that I am proposing.

Yes

Please select the appropriate school overseeing this proposal:

Business

Which semester is this course to be taught for the first time?

Fall, 2025

Information for the Registrar

A - New Course Proposal V. 7.2022 : Entry # 3357**Choose the department designator from the list below.**

MGT

Proposed Course Number?

4060

Is this course cross listed?

No

Does this course replace a current course?

No

What is the title of the new course?

Sourcing and Procurement Management

Write the catalog description of your proposed course:

This course focuses on the process of analyzing how organizations can most effectively secure outside goods and services. The student will gain an understanding of the overall value chain as well as the mutually beneficial relationship between buyer and supplier. The student will learn the analytical tools necessary to negotiate with suppliers in a competitive bid or multi-party negotiation. Students will also understand how to track the results of contracts, sustain performance, and mitigate risk.

How many credit hours will this course be?

4

How will the course be graded?

Letter grade

Please select the course repeat option for this course:

Not repeatable for credit

What is the offering cycle for this course?

Yearly

Does your course have any prerequisites?

Yes

Please list all prerequisites this course requires:

MGT-3280 or junior standing

Is this new course being proposed because of a new or revised major or minor proposal?

No. The Phillips School of Business is interested in offering this new course. However, it does currently offer a minor in Operations and Supply Chain Management that has been growing steadily in enrollment over the past few years after its introduction to the catalog.

A - New Course Proposal V. 7.2022 : Entry # 3357**Gen Ed and Academic Programs****Is this course part of Gen Ed?**

- No

Does this course count towards a major or a minor?

No, it does not count toward any particular major or minor

Is this course part of an academic program?

- This course does not fulfill academic program requirements

Does this course include any community engagement?

No

Does this course participate in the GoGlobal Program?

No

Information for Curriculum Review**Rationale and evidence for new course's consistency with departmental mission:**

This new course will assist the Phillips School of Business in meeting the ever-growing and changing needs of its students. It currently offers a minor in Operations and Supply Chain Management, and it is very evident that there is a need for new courses to support the minor and maybe a major in Supply Chain Management in the future. So, the students can be prepared to immediately make an impact in this demanding field that is a very important component in all industries. Students that can take courses in supply chain management and logistics can use that as a strong first step toward a supply chain career path with the potential for global impact. Specialists in this ever-evolving industry are responsible for designing, tracking and executing the stages of production within the world's interconnected marketplace. There are many benefits to taking courses in supply chain management and preparing for this growing type of career. The supply chain management field offers many jobs, high demand and high job satisfaction. According to the MIT Lab for Innovation Science and Policy, the supply chain economy accounted for 37% of all U.S. jobs as of 2017, employing approximately 44 million people in supply chain management. The U.S. Bureau of Labor Statistics projects a 28% job growth for logisticians, including supply chain managers, between 2021 and 2031. The average Supply Chain Manager salary in the United States is \$126,281 as of July 29, 2024, but the range typically falls between \$111,620 and \$143,040. Salary ranges can vary widely depending on many important factors, including education, certifications, additional skills, the number of years you have spent in the profession.

List all student learning outcomes for this course.

1. Students will learn how to develop a sourcing strategy.
2. Students will develop and establish effective procurement policies.
3. Students will be able to effectively score supplier capabilities and select optimal suppliers.
4. Students will engage in more effective contract management negotiations.
5. Students will be able to trace the purchase order flow from requirements identification to purchase order close-out.
6. Students will review supplier and internal procurement organization performance using data and metrics that identify high level KPIs.
7. Students will gain an understanding of the importance of sustainable and ethical sourcing.

A - New Course Proposal V. 7.2022 : Entry # 3357**List any units or content areas that will be required for all sections of this course.**

Fundamentals of Procurement and Purchasing activities
Tactical and Strategic Purchasing objectives
The 7 steps in the Purchasing Cycle
Anatomy of Procurement Strategy
Cost Avoidance Analysis
Make-or-buy decisions
Break-even analysis
Supplier Relationship Management
Vendor-Managed Inventory (VMI) Process
Purchase Requisition and Purchase Order management
Contract Management
Negotiations – Five Forces of Competition
Sustainability and Ethical Sourcing

List any assignments, tests, or other assessments that will be required for all sections of this course.

Weekly chapter quizzes

Group project based on demand and forecasting analysis with respect to purchasing or buying.

Midterm exam

Possible field trip to local company where a large procurement department can explain the intricacies of the sourcing process takes place in the real world.

Case studies

List any readings or other materials that will be required for all sections of this course.

"Delivering Customer Value Through Procurement and Strategic Sourcing; A Professional Guide to Creating a Sustainable Supply Network"

List any course policies that will be required for all sections of this course.

HPU Honor code, OARS accommodations, Access to the Writing Center, Phillips School of Business Oral Presentation and Communication Rubric, and Professionalism and Attendance.

If you would like to specify how requirements for contact hours must be met for all sections of this course, please indicate below. (e.g., if any experiential learning activities will replace seat time)

Contact hours will be primarily met during in-class time periods where students will meet when all classes have been scheduled by the University. There are no experiential learning assignments that will be required for this course at this time. A potential field trip to a local business or manufacturing plant might take place during the course.

Is there anything else the reviewing parties should know about this new course proposal that hasn't been addressed?

This course proposal was reviewed by the faculty member of the Department of Management during our last department meeting and it was unanimously approved.

Sample Syllabus

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- [MGT-4060-Sourcing-proposed-syllabus.docx](#)