Course Specification

Date: 07.12.2017

Module code:
MIM 202

Module name:
International Procurement

Contact hours:
4 lecture hours per week

Credits:
5 CP

Weighting:
5 CP / 120 CP

Module coordinator:
Prof. Dr. Zeisel

Course of study:
MIM, MBM

Intended Semester:
2nd semester

Semester frequency:
Only summer term

Duration:
1 Semester

Type of module:
Optional compulsory

Examination:
Written examination/ assignment /essay/ presentation

Prerequisites:
A good knowledge of English.

Applicability of this module to other study programmes
This module is also offered in the regular Master program.

Objectives; competencies to be gained
Die Studierenden verstehen das ganzheitliche Beschaffungsmanagement in einem internationalen Kontext. Zudem wird ein intensives Verhandlungstraining durchgeführt

Module content:
International Procurement

Total workload:
Course Specification

Date: 07.12.2017

Lectures: 50 hours/ Independent study: pre lecture 30 hours, post lecture and exam preparation: 70 hours

Lecturer:
Prof. Dr. Zeisel

Teaching method:
Seminar

Language of instruction:
English/ German

Module content:
International Procurement:

Review the sourcing process with an emphasis on international procurement aspects. The module will thereby deal with the general sourcing process as such, but also touch on global sourcing and off-shoring/outsourcing. Practical aspect of supplier selection will be trained with a fundamental understanding of influencing and in-depth negotiation exercises.

Furthermore, the module will build an understanding of the underlying infrastructure of procurement, i.e. organization and personnel and how to transform the infrastructure towards the overriding procurement strategy.

Teaching / Reading material:

Compulsory:
- Lecture notes

Additional material/ Recommended reading:

Misc.: 