

## 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

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**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:**

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Date: 07.12.2017

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

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**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:

- AberdeenGroup (2005): Low Cost Country Sourcing Success Strategies, June 2005
- Arnolds, H./Heege, F./Röh, C./Tussing, W. (2012):  
Materialwirtschaft und Einkauf – Grundlagen, Spezialthemen, Übungen  
Gabler Lehrbuch, 12. Auflage, Wiesbaden
- Hanfield, R./Monczka, R./Giunier, L.; Patterson, J. (2011): Sourcing and Supply Chain  
Management, 5th edition, Cengage Learning
- Schuh, C./Strohmer M./Easton, S./Scharlach, A./Schabert, P. (2012): The CPO –  
Transforming Procurement in the Real World, Apress
- Bolman, L./Deal, T. (2013): Reframing Organizations, John Wiley & Sons
- Cialdini, R. (2006): Influence – The Psychology of Persuasion, HarperBusiness
- Gates, S. (2011): The negotiations book, Wiley

**Misc.:**