



**Course Title: Sourcing and Vendor Management**

**Course Code: RETL703**

**Credit Units: 03**

**Course Level: PG**

L	T	P/S	SW/F W	TOTAL CREDIT UNITS
3	0	0	0	03

**Course Objectives:** In present times, global sourcing and vendor management is a critical and complex organizational function as it involves processes, technology, systems and management skills. Finding the right vendor and solutions for customized products, services and applications and managing lead times are challenges that purchase managers face on a daily basis. The objective of this paper is to equip students with skills relating to vendor management, strategic procurements and risk management and to develop their knowledge on contemporary trends and issues in global sourcing and vendor management.

**Pre-requisites:** Understanding of Retail, Merchandising and Marketing Management.

**Student Learning Outcomes:**

The students should be able to develop understanding of:-

- The complex process of vendor management
- The sourcing process
- The complexity of going global and the barriers involved in it.

**Course Contents/Syllabus:**

	Weightage (%)
<b>Module I: Understanding Sourcing as a Strategic Organizational Function</b>	<b>20</b>
<b>Descriptors/Topics</b> Evolution of purchasing, Purchasing, sourcing and vendor management as a key organizational function, Purchasing objectives, Impact of strategic purchasing on profitability, Make or Buy Decisions, Types and methods of sourcing in retail; centralized vs decentralized, single sourcing vs multiple sourcing, day-to-day vs long range sourcing	

<b>Module II: The Sourcing Process</b>	<b>20</b>
<b>Descriptors/Topics</b> Market analysis and supplier research, Prime sources of supplier information, Request for Proposal, Fundamental steps of the buying process, terms and condition of purchase, Buying Documentation, Negotiation, Use of IT in sourcing, Global Tenders and E-Procurement, Reverse Auctions, Expanded role of global purchasing	
<b>Module III: Vendor Selection and Management</b>	<b>20</b>
<b>Descriptors/Topics</b> Vendor selection process, Evaluation of existing vendors, Developing vendor performance measures, new vendor development process, working with suppliers to manage quality, JIT and TQM in sourcing, Key supplier account management, Vendor relationship development, Negotiation skills, Vendor monitoring, Promoting SME suppliers.	
<b>Module IV: Cross functional Approach to Sourcing</b>	<b>20</b>
<b>Descriptors/Topics</b> Overview of material management function and supply chain alignment, Role of purchasing in supporting inventory objectives, Goals of Inventory Control, Hedging vs. Forward Buying, Risk management, Managing price fluctuation and volatility in international finance, matching supply with customer demand, managing inward logistics, Transportation modes and warehousing.	
<b>Module V: Global Trends and Issues in Sourcing</b>	<b>20</b>
<b>Descriptors/Topics</b> Global Trade Barriers, Dealing with international suppliers, UNO and GATT conventions, Legal, socio-cultural issues in international buying, Environmental issues-Green Purchasing- Industry Best Practices, Measurement of sourcing performance, Benchmarking in Retail Purchasing.	

**Pedagogy for Course Delivery:** The course will be delivered by means of Lectures, case studies, presentations, and any other innovative technique that can be used to explain the concepts and their applications.

**Lab/ Practicals details, if applicable: NA**

**Assessment/ Examination Scheme:**

<b>Theory L/T (%)</b>	<b>Lab/Practical/Studio (%)</b>	<b>End Term Examination</b>
<b>100</b>	<b>NA</b>	<b>70</b>

**Theory Assessment (L&T):**

<b>Continuous Assessment/Internal Assessment</b>					<b>End Term Examination</b>
<b>Components (Drop down)</b>	<b>Mid Term Test</b>	<b>Project</b>	<b>Viva Voce</b>	<b>Attendance</b>	
<b>Weightage (%)</b>	10	10	5	5	70

**Text & References:**

- Sollish, F. and Semanch, J. (2007), Strategic Global Sourcing: Best Practices, Wiley Publications
- Chartered Institute of Purchasing and Supply (CIPS), UK – Case Studies
- Chopra and Miendl (2003), Supply Chain Management: Strategy, planning and operation, Pearson Books
- Pooler, V.H. (1997) Purchasing and Supply Management: Creating the vision, Springer