

NAME OF THE COURSE		PROJECT PURCHASING				
Code	ECS506	Year of study	2			
Course teacher	Dario Miočević, PhD, Associate professor Ivana Kursan Milaković, PhD, Assistant professor	Credits (ECTS)	6			
Associate teachers	Ivana Kursan Milaković, PhD, Assistant professor, Antonija Kvasina, M., Assistant	Type of instruction (number of hours)	L	S	E	F
			26		26	
Status of the course	Mandatory	Percentage of application of e-learning	20%			
COURSE DESCRIPTION						
Course objectives	The aim of this course is to introduce students to the principles, methods and techniques of purchasing in project management context within companies and other types of organizations.					
Course enrolment requirements and entry competences required for the course	<i>(Project management and Marketing projects</i> courses attended in the first year of study; Familiarity with Microsoft Office package).					
Learning outcomes expected at the level of the course (4 to 10 learning outcomes)	<p>Assess the importance of purchasing in the project planning and implementation.</p> <p>Identify the role of purchasing in the modern organization.</p> <p>Analyze the interaction between purchasing and other business functions and processes.</p> <p>Present the strategic areas of purchasing management.</p> <p>Evaluate the purchasing performance.</p> <p>Valorize specific areas of purchasing management.</p>					
Course content broken down in detail by weekly class schedule (syllabus)						
		Lectures	Hours	Exercises	Hours	
		Agreement on the course details The role of purchasing in modern organization: A strategic approach	2	Defining the project teams and dissemination of group assignments Case study: The role of purchasing in modern organization	2	
		Organizational buying behavior and decision-making in purchasing	2	Practical exercise: Profiling the organizational buyers, role play. Discussion.	2	
		Supply market research	2	Assignment 1: Modern organization - purchasing, logistics and supply chain management. Supply market research: case study and discussion.	2	
		Outsourcing and purchasing risk management	2	Assignment 2: Organizational purchasing behavior and purchasing decision making. Outsourcing: practical assignment and discussion.	2	
	Category management in purchasing and supplier relationship management	2	Assignment 3: Market research and purchasing possibilities.	2		

			Category management in purchasing and supplier relationship management: practical assignment and discussion.	
	Purchasing, innovations and quality management.	2	Assignment 4: Outsourcing and purchasing risk management Purchasing and innovations: practical assignment and discussion.	2
	Purchasing, processes, logistics and supply chain management	2	Assignment 5: Purchasing category management. Purchasing processes and supply chain: practical assignment and discussion.	2
	Organizing purchasing activities	2	Assignment 6: The role of purchasing in new product development and managing supplier quality. Organizing purchasing activities: practical assignment and discussion.	2
	Purchasing analytics and measuring purchasing performance	2	Assignment 7: Supplier relationship management Assignment 8: Organizing purchasing activities Measuring purchasing performance: practical assignment and discussion.	2
	Specific areas of purchasing: Purchasing in service industries	2	Assignment 9: Measuring purchasing performance. Service purchasing: case study and discussion.	2
	Specific areas of purchasing: Retail industry	2	Assignment 10: Purchasing in service industries Purchasing in retail industry: case study and discussion.	2
	Specific areas of purchasing: Public procurement	2	Assignment 11: Purchasing in retail industry. Public procurement: practical assignment and discussion.	2
	Ethics and corporate social responsibility in purchasing	2	Assignment 12: Public procurement Assignment 13: Ethics and corporate social responsibility in purchasing. Practical assignment and discussion.	2
Format of instruction	<input checked="" type="checkbox"/> lectures <input checked="" type="checkbox"/> seminars and workshops <input checked="" type="checkbox"/> exercises <input type="checkbox"/> <i>on line</i> in entirety <input checked="" type="checkbox"/> partial e-learning <input type="checkbox"/> field work		<input checked="" type="checkbox"/> independent assignments <input checked="" type="checkbox"/> multimedia <input type="checkbox"/> laboratory <input type="checkbox"/> work with mentor <input checked="" type="checkbox"/> guest lectures	
Student responsibilities	<p>In order to qualify for the course signature, students must actively participate in classes (assignments and presentations, discussions, practical exercises) and make three evaluation assignments. Active participation includes 70% of attendance in terms of lectures and exercises for full-time students, whereas for part-time students 35% of attendance is required.</p>			

Screening student work (name the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the ECTS value of the course)	Class attendance	1	Research		Practical training	1
	Experimental work		Report		(Other)	
	Essay		Seminar essay	2	(Other)	
	Tests	2	Oral exam		(Other)	
	Written exam	2*	Project		(Other)	
Grading and evaluating student work in class and at the final exam	<p>There will be two preliminary exams during the semester each comprising of maximum 100 points. Each exam will consist of essay type questions. In order to pass the exam, the student is obliged to achieve minimally 50% of correct answers. The (preliminary) exam grade accounts for 60% of the overall grade.</p> <p>Grading system for the written exams: 0-49 insufficient (1) 50-65 sufficient (2) 66-75 good (3) 76-85 very good (4) 86-100 excellent (5)</p> <p>Practical part will be continuously evaluated during the exercise classes through seminar work and its presentation as well as through practical assignments. Students are obliged to hand in the seminar work/essay in written form at the end of the semester. Seminar work/essay accounts for 40% of the total grade.</p> <p>The exam is passed if the students:</p> <ul style="list-style-type: none"> - successfully passed both tests/exams (in a way that they achieved at least 50% correct answers from each test/exam) - actively participated in assignment presentation, discussions and practical exercises - submitted the seminar work/essay at the end of the semester which was positively graded <p>The final grade is calculated as a sum of:</p> <ol style="list-style-type: none"> 1) the average grade of the exams multiplied by the weight of 0.6 and, 2) the seminar essay grade multiplied by the weight of 0.4 <p>If students fail the test(s), they need to take the final exam. The final exam can be organized in a written form. If the students are not satisfied with the final course grade, they can take the oral exam.</p>					
Required literature (available in the	Title			Number of copies in the library	Availability via other media	

library and via other media)	Van Weele, A. J. Purchasing and Supply Chain Management. 6th ed. South-Western CENGAGE Learning, Hampshire, UK, 2014.	2	
	Teaching materials on Moodle platform		Moodle
Optional literature (at the time of submission of study programme proposal)	<p>Monczka, R.M., Handfield, R.B., Giunipero, L.C., Paterson, J.L., Waters, D., Purchasing & Supply Chain Management. South-Western CENGAGE Learning, Hampshire, UK, 2010.</p> <p>Johnson, P.F., Leenders, M.R., Flynn, A.E. Purchasing and Supply Management. 14th ed. McGraw-Hill, New York, US, 2011.</p> <p><i>Članci:</i></p> <p>Miocevic, D., & Crnjak-Karanovic, B. (2012). The mediating role of key supplier relationship management practices on supply chain orientation—The organizational buying effectiveness link. <i>Industrial Marketing Management</i>, Vol. 41, br. 1, str. 115-124.</p> <p><i>Other sources:</i></p> <p>Business cases and news from different portals (Ja Trgovac www.jatrgovac.com, Poslovni dnevnik www.poslovni.hr, Lider www.liderpress.hr) Croatian Bureau of Statistics (www.dzs.hr) Ministry of Economy, Entrepreneurship and Crafts: Public procurement portal (http://www.javnabavna.hr/default.aspx) Institute for Supply Management (https://www.instituteforsupplymanagement.org/index.cfm?SSO=1) Ernst & Young: Outsourcing in Europe Report (http://www.ey.com/Publication/vwLUAssets/Outsourcing_in_Europe_2013/\$FILE/EY-outsourcing-survey.pdf) Deloitte: Outsourcing Survey Report (http://e/us/Documents/strategy/us-2014-global-outsourcing-insourcing-survey-report-123114.pdf) Ministry of Economy, Entrepreneurship and Crafts: Public politics for market development and reforms of professional and business services (https://www.mingo.hr/page/javne-politike-za-razvoj-i-reformu-trzista-profesionalnih-i-poslovnih-usluga-u-hrvatskoj) Thematic videos form Youtube.com and TED channels Case studies and assignments (prepared by professor)</p>		
	Quality assurance methods that	<ul style="list-style-type: none"> • Evaluation of class attendance and fulfillment of student obligations (course teacher) 	

ensure the acquisition of exit competences	<ul style="list-style-type: none"> • Teaching supervision (vice dean) • Analysis of studying successfulness (vice dean) • Student survey regarding the quality of teacher(s) and teaching for every course (UNIST, Quality improvement center) • Exams, conducted by the course teacher, cover all course learning outcomes. Exam content is periodically assessed for the purpose of the learning outcomes adequacy review (vice dean)
Other (as the proposer wishes to add)	