About this course

The field of procurement sometimes known as purchasing has come a long way. The field has undergone a transformation over the last few decades from being purely reactive and mechanical to being more proactive and strategic. The important role that procurement management plays in a firm’s competitiveness cannot be over-emphasized. The purpose of this course is to learn and apply the principles, philosophies and processes of supply management to the procurement management process.

Using different learning approaches including cases, real world examples, online lectures and class discussion, this course is designed to further your understanding of the strategic management of the procurement function in firms.

Specific topics covered include:
- Strategic role of Procurement
- Procurement policies, processes, structures and performance
- Ethical behavior in procurement
- Procurement and category strategy development
- Strategic nature of sourcing
- Supplier financial and risk analyses, evaluation and selection
- Technological trends and emerging issues in supply chains and procurement
- Leadership styles for managing procurement tasks

Required prior knowledge and skills

- Completion of the MITx MicroMasters® program in Supply Chain Management

Learning Outcomes

By the end of the course, students should be able to analyze, develop and manage efficient and effective supply systems. Specifically, students will:

- Strategically evaluate the role of the supply management function and its contribution to a firm’s strategic goals
- Evaluate the benefits and limitations of several procurement structures and apply the appropriate structure for sourcing goods/service
- Analyze an organization’s annual spend and portfolio of goods/services and develop or reformulate a firm’s procurement strategy
- Strategically and analytically evaluate a make-or-buy, outsourcing, or offshoring decision based on total cost analyses and other strategic considerations
- Generate supplier financial and risk analyses to support the supplier evaluation and selection decision
- Evaluate technological trends and emerging issues in supply chains and apply appropriate technologies for facilitating procurement activities
- Analyze ethical issues in procurement
- Evaluate different leadership styles and assess their suitability for managing procurement tasks
Estimated Workload/Time Commitment Per Week

15 - 20 hours per week

Technology Requirements

Laptop or desktop computer with Microsoft Windows or Mac OS X running Microsoft Office.

- Windows-based laptops must be running Windows 10 or newer
- Macintosh laptops must be running OS 10.12 (sierra) or higher

Creators

Adegoke Oke
Adegoke Oke joined the W. P. Carey School of Business as an assistant professor in 2006. Professor Oke’s research focuses on understanding innovation management practices in manufacturing, service, and supply chain organizations; including exploring how firms can drive innovation through internal and external stakeholders. Additionally, he is interested in exploring proactive and reactive risk mitigation strategies that firms and supply chains employ to cope with disruptions, particularly those from developing country contexts. His work has been published in peer-reviewed journals, including the Journal of Supply Chain Management, Journal of Operations Management, Decision Sciences, and the International Journal of Operations and Production Management.

Mikaella Polyviou
Mikaella Polyviou joined the W. P. Carey School of Business in 2016. She received her bachelor's degree from the University of Cyprus, Master in Business Logistics Engineering and Ph.D. from The Ohio State University. She has been a Fulbrighter twice. Professor Polyviou conducts research on supply chain disruptions, which are interruptions in the flow of goods occurring in the supply chain network due to triggering events. Her research aims to improve the resilience of organizations to supply chain disruptions. To do so, she analyzes the role of both individuals in an organization and the organization.

Thomas Choi

Thomas Choi is Professor of Supply Chain Management at W. P. Carey School of Business, Arizona State University. He leads the study of the upstream side of supply chains, where a buying company interfaces with many suppliers organized in various forms of networks. He has published in the Academy of Management Executive, Decision Sciences, Harvard Business Review, Journal of Operations Management, Production and Operations Management and others.