

STUDY MODULE DESCRIPTION FORM		
Name of the module/subject Purchasing Strategies		Code 1011102411011147661
Field of study Logistics - Full-time studies - Second-cycle	Profile of study (general academic, practical) (brak)	Year /Semester 1 / 1
Elective path/specialty Chain of Delivery Logistics	Subject offered in: Polish	Course (compulsory, elective) elective
Cycle of study: Second-cycle studies	Form of study (full-time, part-time) full-time	
No. of hours Lecture: 15 Classes: - Laboratory: - Project/seminars: 30		No. of credits 2
Status of the course in the study program (Basic, major, other) (brak)		(university-wide, from another field) (brak)
Education areas and fields of science and art technical sciences		ECTS distribution (number and %) 2 100%
Responsible for subject / lecturer: dr inż. Krzysztof Kubiak email: krzysztof.kubiak@put.poznan.pl tel. (61) 665-34-05 Wydział Inżynierii Zarządzania ul. Strzelecka 11, 60-965 Poznań		
Prerequisites in terms of knowledge, skills and social competencies:		
1	Knowledge	The student knows the basic current logistical problems.
2	Skills	The student is able to interpret and explain the basic concepts and relationships connected with the flow of goods, and to design a distribution system.
3	Social competencies	The student understands that the proper implementation of the strategy does not depend on technology but mainly on personal and social competence of management staff. The student can discuss, defend his or her views and analyze the ideas of others.
Assumptions and objectives of the course: C1 Acquainting students with complex process of purchasing C2 Education skills to use tools to analyze purchasing strategies		
Study outcomes and reference to the educational results for a field of study		
Knowledge:		
1. The student knows the subject and the role of purchasing, knows the rules of looking for business partner - [- K2A_W06, K2A_W08]		
2. The student knows the elements of the inquiry and the steps of purchasing negotiations - [- K2A_W14, K2A_W15]		
3. The student knows the classification of purchasing strategies, and the tools of analysis used in the creation of purchasing strategies - [- K2A_W25, K2A_W29]		
Skills:		
1. The student can solve simple problems in area of purchases and analyze future business partner - [- K2A_U09, K2A_U10]		
2. The student is able to make an inquiry and to conduct purchase negotiations - [- K2A_U16, K2A_U17]		
3. The student is able to analyze the purchasing strategy in the selected company and to use the tools used in the creation of purchasing strategies - [- K2A_U18, K2A_U19]		
Social competencies:		
1. Students willingly and actively communicate in various forms on topics related to the process of purchasing - [- K2A_K05, K2A_K06]		
2. The student discusses, presents his or her ideas about the purchasing strategies of the selected company - [- K2A_K07]		
Assessment methods of study outcomes		

<ul style="list-style-type: none"> - Discussions summarizing the various classes (lectures and project), giving the opportunity to evaluate the student's understanding of the issues - Evaluation of the implementation of tasks within projects - Written examination from the subject 		
Course description		
<ol style="list-style-type: none"> 1. Subject of shopping. 2. Principles of looking for business partner and evaluation of its reliability. 3. Purchasing negotiations. 4. Purchasing strategies (single sourcing, sole sourcing, multiple sourcing, trading and partnership strategies). 5. Purchasing procedures. 6. Analysis tools used in the creation of purchasing strategies (Kraljica's matrix, Buy-Grid Model, Strategic positioning matrix). 7. Purchasing e-tools. 		
Basic bibliography:		
<ol style="list-style-type: none"> 1. Grzybowska K., Strategie zakupowe, Politechnika Poznańska, Poznań, 2011. 2. Gąsiorowska E., Decyzje zakupowe na rynku małych przedsiębiorców, Difin, Warszawa, 2007. 		
Additional bibliography:		
<ol style="list-style-type: none"> 1. Bendowski J., Radziejowska G., Logistyka zaopatrzenia w przedsiębiorstwie, 2005. 2. Lysons K., Zakupy zaopatrzeniowe, PWE, Warszawa 2004. 		
Result of average student's workload		
Activity	Time (working hours)	
1. Participation in lectures	15	
2. Participation in classes	30	
3. Preparation to classes	5	
Student's workload		
Source of workload	hours	ECTS
Total workload	50	2
Contact hours	15	1
Practical activities	30	1