



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Purchasing strategies

### Course

Field of study

Year/Semester

Logistics

1/1

Area of study (specialization)

Profile of study

Supply chain logistics

general academic

Level of study

Course offered in

Second-cycle studies

Polish

Form of study

Requirements

full-time

elective

### Number of hours

Lecture

Laboratory classes

Other (e.g. online)

15

Tutorials

Projects/seminars

30

### Number of credit points

5

### Lecturers

Responsible for the course/lecturer:

Responsible for the course/lecturer:

Ph.D., Eng. Krzysztof Kubiak

Mail to: [krzysztof.kubiak@put.poznan.pl](mailto:krzysztof.kubiak@put.poznan.pl)

Faculty of Engineering Management

ul. J. Rychlewskiego 2, 660-965 Poznań

### Prerequisites

The student starting this subject should have a basic knowledge of the basics of logistics and strategic management. He should also be able to obtain information from specified sources and be willing to cooperate as part of a team.

### Course objective

Providing students with basic knowledge in the field of purchasing strategy design and new methods of strategic analysis in the area of purchasing.

### Course-related learning outcomes

Knowledge

1. The student knows the object and the role of purchasing in the logistical process - [P7S\_WG\_01], [P7S\_WG\_02], [P7S\_WG\_03]



2. The student knows strategic management methods and possibilities to apply them in logistical operation of enterprises - [P7S\_WG\_05]
3. The student knows basic theories and methods of material flow management - [P7S\_WK\_01]
4. The student knows the elements of the inquiry for quotation and the steps of purchasing negotiations - [P7S\_WK\_01]
5. The student knows the classification of purchasing strategies, and the tools of analysis used in the development of purchasing strategies - [P7S\_WK\_01]

#### Skills

1. The student can solve simple problems within purchases in different markets - [P7S\_UW\_01], [P7S\_UW\_02], [P7S\_UW\_04]
2. The student is able to make an inquiry for quotation and to conduct purchasing negotiations - [P7S\_UK\_01]
3. The student is able to analyze a purchasing strategy in a selected enterprise and to use the tools used in the development of purchasing strategies - [P7S\_UK\_01]
4. The student can implement a purchasing strategy in a selected enterprise taking into consideration the improvements from previous analyses - [P7S\_UO\_01]

#### Social competences

1. The student willingly and actively discusses topics related to the process of purchasing in various forms using - [P7S\_KR\_01]
2. The student independently and critically develops his/her knowledge and skills with reference to other academic disciplines - [P7S\_KR\_01]

#### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Preliminary assessment:

a) in terms of lectures:

Asking questions referring to the content of previous lectures during the following lecture.

b) in terms of the project:

Current assessment of the students activity in class (questions of the lecturer), assessment of a part of the project.

Summary assessment:

Lectures: Case study. Passing threshold from 55 points.

Project: Preparation of the project. Passing threshold from 55 points.



## Programme content

Lectures: The object of purchase. Principles of looking for a business partner and evaluation of its reliability. Purchasing negotiations. Purchasing strategies (single sourcing, sole sourcing, multiple sourcing, transaction and partnership strategies). Purchasing procedures. Analysis tools used in the development of purchasing strategies (network thinking method, Kraljica's matrix, Buy-Grid Model, Strategic positioning matrix). Purchasing e-tools.

Project: Preparation of the project.

## Teaching methods

1. Lecture: multimedia presentation, illustrated with examples on the board.
2. Project: case study.

## Bibliography

### Basic

1. Osicka B., Rola zakupów w działalności przedsiębiorstw, PWN, Warszawa 2020.
2. Grzybowska K., Strategie zakupowe, Politechnika Poznańska, Poznań, 2011.
3. Gąsiorowska E., Decyzje zakupowe na rynku małych przedsiębiorców, Difin, Warszawa, 2007.
4. Kubiak K., The application of value network analysis at an ICT company - case study, [w:] Zeszyty Naukowe Politechniki Poznańskiej, Politechnika Poznańska, Poznań 2016
5. Różycki M., Strategie zakupowe. Jak prowadzić udane negocjacje w łańcuchu dostaw, Helion, Gliwice, 2016
6. Hadaś Ł., Klimarczyk G, Ragin-Skorecka K., Zarządzanie zakupami. Poradnik, Open Nexus, 2014.

### Additional

1. Bendowski J., Radziejowska G., Logistyka zaopatrzenia w przedsiębiorstwie, 2005.
2. Lysons K., Zakupy zaopatrzeniowe, PWE, Warszawa 2004.



### Breakdown of average student's workload

	Hours	ECTS
Total workload	150	5,0
Classes requiring direct contact with the teacher	60	2,0
Student's own work (literature studies, preparation for project, preparation for tests, project preparation) <sup>1</sup>	90	3,0

<sup>1</sup> delete or add other activities as appropriate