

# PURCHASE AND PROCUREMENT

**LEVEL:** MASTER 1

**PERIOD:** SEMESTER 2

**LANGUAGE:** EN

**ECTS:** 3

**TEACHER/COORDINATOR:** ALAIN MILLECAMPS



2019-2020

## 1-Main objectives

Buying in the head of purchasing in retail or inside a major food supplier is not the same on a daily basis. This program integrates the different levers, constraints, methods and interactions of the purchasing process.

## 2-Skills developed

- › Manage the “7-step supply” general process.
- › Purchasing negotiation skills.
- › Common focused practices and key differentiated processes following markets. (Retail, Industries, small companies, importation, distribution channels...)

## 3-General content

A business case study focused on purchases enable the students to implement a purchasing plan. In detail, the focus is done by different professionals:

- › The strategic dimension of the function
- › The variables of the function
- › The marketing of purchasing and segmentation
- › Strategy implementation
- › Sourcing methods
- › RFI, RFQ, contracts
- › Negotiation skills
- › Supply chain
- › Supplier Relationship management
- › Sustainable purchasing

## 4- Evaluation

Participation: 25%

Presentations: “Purchasing Game”: 75%