Global Sourcing

Course Description

Students will learn the basic concepts and methods of global procurement and global purchasing and will study the operation of globally connected supply and logistics networks. In addition, they will discuss cultural peculiarities and specificities, focusing on negotiations in an international context. The topics considered in the course are treated at both the strategic and operational levels, focusing on the specific handling processes, necessary information flows, and legal and formal frameworks.

Contents

1. Basics
   1. Procurement in the Context of Internationalization
   2. Importance of Purchasing and Procurement in the Company
   3. Trends and Goals of Purchasing and Procurement
   4. National, Regional, and Global Supply Networks
   5. Legal Framework Conditions on a National and International Level
2. Make-or-Buy Decisions, In- and Outsourcing Strategies
   1. Make-or-Buy Decisions
   2. Decision-Making Aids for In- and Outsourcing
3. Procurement Concepts
   1. Foundations and Design of Procurement Concepts
   2. Global Sourcing
   3. Modular vs. Single Sourcing
   4. Just-in-Time Concept
4. Procurement Strategies
   1. Factors Influencing the Procurement Strategy
   2. Supplier Selection and Management
   3. Performance Measurement and Quality Assurance
   4. Risk Management in Global Supply Networks
   5. Cooperation Models and Partners
5. Procurement Processes
   1. Phase Models of Procurement
   2. Classic Purchasing, Shared Service Center
   3. Electronic Marketplaces
   4. Transportation in Foreign Trade
   5. Documents in Foreign Trade
   6. Financial Transactions
6. Conducting Negotiations in Purchasing
   1. Challenges of International Negotiations
   2. Strategies
   3. Operational Implementation
   4. Intercultural Aspects
7. Procurement Market Research and Analysis
   1. Objects of Procurement Market Research
   2. Procurement Market Research Methods
8. Information and Communication Technology in Purchasing and Procurement
   1. Requirements for IT Systems in Procurement
   2. Selected IT Systems at a Glance
9. Optimization Interfaces Between Purchasing and Other Corporate Functions
   1. Overview of Organizational Models
   2. Organizational Forms of Purchasing
10. Organizational Aspects of Procurement
    1. Variants of the Organizational Structure
    2. Decision-Making Aids