

International Purchasing



SCHOOL

IAE School of Management



CAMPUS

Saint-Serge



LEVEL

2nd year Master's degree



OPEN TO EXCHANGE STUDENTS

Yes



SEMESTER

Fall (S1)

> **Degree course:** International Management and Marketing

> **Teaching unit:** UE- International Audit and Control

> **Course language:** English

> **Duration (hours):** 20

> **ECTS:** 3

> **Teacher(s):** Elsa LEMOINE

> **Assessment:**

Continuous assessment

Final exam

> **Teaching methods:**

Lecture course 20 hours

Tutorial course hours

Practical work hours

Case study

Project

COURSE DESCRIPTION

General introduction about global purchasing:

A - Definition and use of the purchasing classification: - Purchasing classification - Use of the classification.

B - Basics to know for an international buyer: ICC 2020 and container loading terms: Incoterms origins and definition - Introducing scheme of the INCOTERMS 20 - Allocations of costs and risks according to Incoterms 2020 - Incoterms and means of transport - Container Loading terms.

C- The wheel of the purchasing process: - Identify and define the internal needs - Set the requirements - Invite to tender and RFI / RFQ / RFP - Select best value - Total import cost price / TCA / TCO - Weighted decision matrix - Finalize a cross-cultural negotiation.

D - To manage our supplier relations: - To create a supplier reference book - To draw up tracking documents - To assess the suppliers - To provide the suppliers with an improvement plan.

E - To analyse the purchasing portfolio: - SWOT analysis - The PARETO law - The KRALJIC matrix

Teaching methods: Mix of classical didactic phases and active pedagogy. Professional illustrations. Contribution of theoretical and methodological principles.

Assessment: International sourcing work (group): 40%, Final written exam (individual): 60 %

OBJECTIVES

Students will be able to:

- Define the internationalizable purchasing family products within a company.
- Set an "outsourcing" policy.
- Select best value for the company.
- Deal with foreign suppliers.
- Negotiate with an intercultural approach to purchase and supply contracts.
- Follow up and manage the supplier relations
- Analyse a purchasing Portfolio.

PREREQUISITES

A good level of English proficiency (B2 minimum)
Exports technics
International logistics

SELECTIVE BIBLIOGRAPHY

La boîte à outils de l'acheteur, Editions DUNOD, Stéphane CANONE et Philippe PETIT)

LE MOCI - L'import en 10 étapes

INCOTERMS 2020 ' ICC

Les achats industriels à l'étranger, Editions d'Organisation, Christophe HORVAT.

Importer, Editions d'Organisation, Madeleine NGUYEN THE.