Class Name & Number:  Section # 16299  
IOM 599 – Sourcing and Supplier Management  

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<th>Course Name</th>
<th>Fall 2012: 6:30-9:30 PM; Wednesday</th>
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COURSE AND OBJECTIVES:

In today's increasingly competitive and globalized world, firms are increasingly trying to find ways to improve their performance and differentiate themselves from their rivals. Clearly, suppliers can have great impact on a firm's total cost and help in this differentiation process. Increased levels of outsourcing and offshoring make correct selection of suppliers and their quality, along with development of relationships between suppliers and producers, more crucial than ever.

This course aims to provide students with an understanding of the impact that sourcing and supply management have on the success and profitability of firms in today's business environment. We will look at some of the factors that need to be considered when making sourcing and supplier management decisions (ethics, contracts, globalization, risks, sustainability), and discuss the influence that sourcing and supply management have on other functional activities, such as product design, inventory management, electronic commerce, etc.

CLASS FORMAT:

- Lectures
- Case discussions
- Simulations
- Guest speakers
- Movie clips

MAJOR DELIVERABLES:

- Group case assignments
- Group simulation project
- Individual submissions
- Class participation
- Exam

WHY TAKE THIS COURSE:

According to a recent article (ASP, The Art and Science of Practice: What Employers Demand from Applicants for MBA-Level Supply Chain Jobs and the Coverage of Supply Chain Topics in MBA Courses by Sodhi, Sod and Tang, Interfaces 38(6), pp. 469–484, 2008), after checking 704 supply chain job ads for MBA graduates from www.monster.com and www.hotjobs.com, the authors found that sourcing and supplier management was the most important topic, required in 57.2% of ads.