

# PURCHASING MANAGEMENT

1	Course Title:	PURCHASING MANAGEMENT	
2	Course Code:	ISL3131	
3	Type of Course:	Optional	
4	Level of Course:	First Cycle	
5	Year of Study:	3	
6	Semester:	5	
7	ECTS Credits Allocated:	5.00	
8	Theoretical (hour/week):	3.00	
9	Practice (hour/week):	0.00	
10	Laboratory (hour/week):	0	
11	Prerequisites:		
12	Language:	Turkish	
13	Mode of Delivery:	Face to face	
14	Course Coordinator:	Öğr.Gör.Dr. GÖKHAN ŞENOL	
15	Course Lecturers:		
16	Contact information of the Course Coordinator:		
17	Website:		
18	Objective of the Course:	Teaching the students; phase of setting up supply chain, supply management and purchasing systems, techniques and decision making about this subject, for a interactive methods.	
19	Contribution of the Course to Professional Development:		
20	Learning Outcomes:		
		1	Learning the basic concepts of the supply chain anda purchasing.
		2	Learning the methods of the warehouse management, inventory control, transportation.
		3	Gaining the skills of planning and setting up Purchasing Department
		4	Learning the strategic purchasing and price analysis.
		5	Gaining the skills of making and managing a contract
		6	Learning the supplier selection and performance measurement of the suppliers
		7	Learning the purchasing process and sustainable procurement
		8	Gaining the skills of making negotiation
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		10	
21	Course Content:		
		<b>Course Content:</b>	
Week	Theoretical	Practice	
1	Introduction Supply Chain and Logistic Management		
2	Inventory and Warehouse Management		
3	The Concept of Purchasing		

4	Organization of Purchasing Department	
5	Strategic Purchasing and Competition	
6	Supplier Selection and Measuring Performance of the Suppliers	
7	Price and Cost Analysis	
8	Contract Management	
9	Purchasing Process and Sustainability	
10	Bidding Method and Public Purchasing	
11	Introduction to Negotiation Techniques	
12	Parties of Negotiating and Important Issues	
13	Negotiation Strategies and Alternative Methods of Negotiation	
14	Tactics and Skills in the Negotiations	

22	Textbooks, References and/or Other Materials:	Purchasing Management - Halim Yurdakul Purchasing and Supply Chain Management - Murat Erdal Negotiation Techniques - Canan Çetin Strategic Supply Chain Management - Soshanah Cohen, Joseph Roussel
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23	Assesment	
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TERM LEARNING ACTIVITIES		NUMBER	WEIGHT			
Midterm Exam		1	40.00			
Activites			Number	Duration (hour)	Total Work Load (hour)	
Final Exam		1	60.00	3.00	42.00	
Theoretical						
Practicals/Labs			0	0.00	0.00	
Contribution of Term (Year) Learning Activities to Success Grade			40.00	2.00	28.00	
Self study and preparation						
Homeworks			5	10.00	50.00	
Contribution of Final Exam to Success Grade			60.00	0.00	0.00	
Projects						
Field Studies			0	0.00	0.00	
Measurement and Evaluation Techniques Used in the Course			1	15.00	15.00	
Others			0	0.00	0.00	
Final Exams			1	20.00	20.00	
Total Work Load					155.00	
Total work load/ 30 hr					5.17	
ECTS Credit of the Course					5.00	

25	CONTRIBUTION OF LEARNING OUTCOMES TO PROGRAMME QUALIFICATIONS															
	PQ1	PQ2	PQ3	PQ4	PQ5	PQ6	PQ7	PQ8	PQ9	PQ10	PQ11	PQ12	PQ13	PQ14	PQ15	PQ16
ÖK1	5	4	5	3	2	1	1	0	0	2	1	2	0	0	0	0
ÖK2	5	5	4	4	2	1	1	0	0	2	2	3	0	0	0	0
ÖK3	5	5	4	4	2	1	2	0	0	3	4	3	0	0	0	0
ÖK4	5	5	5	4	4	3	3	0	0	3	5	3	0	0	0	0

ÖK5	5	5	5	4	4	3	4	0	0	5	4	5	0	0	0	0
ÖK6	5	4	4	5	3	1	2	0	0	3	4	5	0	0	0	0
ÖK7	5	5	5	4	3	1	4	0	0	2	5	3	0	0	0	0
ÖK8	5	5	5	5	4	4	4	0	2	3	5	4	0	0	0	0
LO: Learning Objectives    PQ: Program Qualifications																
Contribution Level:	1 very low			2 low			3 Medium			4 High			5 Very High			