

# PURCHASING MANAGEMENT

<b>1</b>	Course Title:	PURCHASING MANAGEMENT	
<b>2</b>	Course Code:	ISL3131	
<b>3</b>	Type of Course:	Optional	
<b>4</b>	Level of Course:	First Cycle	
<b>5</b>	Year of Study:	3	
<b>6</b>	Semester:	5	
<b>7</b>	ECTS Credits Allocated:	5.00	
<b>8</b>	Theoretical (hour/week):	3.00	
<b>9</b>	Practice (hour/week):	0.00	
<b>10</b>	Laboratory (hour/week):	0	
<b>11</b>	Prerequisites:		
<b>12</b>	Language:	Turkish	
<b>13</b>	Mode of Delivery:	Face to face	
<b>14</b>	Course Coordinator:	Öğr.Gör.Dr. GÖKHAN ŞENOL	
<b>15</b>	Course Lecturers:		
<b>16</b>	Contact information of the Course Coordinator:		
<b>17</b>	Website:		
<b>18</b>	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.	
<b>19</b>	Contribution of the Course to Professional Development:		
<b>20</b>	Learning Outcomes:		
		1	Learning the basic concepts of the supply chain and 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
		9	
		10	
<b>21</b>	Course Content:		
		<b>Course Content:</b>	
Week	Theoretical	Practice	
<b>1</b>	Introduction Supply Chain and Logistic Management		
<b>2</b>	Inventory and Warehouse Management		
<b>3</b>	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
Quiz	0	0.00
Home work-project	0	0.00
Final Exam	1	60.00
Total	2	100.00
Contribution of Term (Year) Learning Activities to Success Grade		40.00
Contribution of Final Exam to Success Grade		60.00
Total		100.00
Measurement and Evaluation Techniques Used in the Course		

24	<b>ECTS / WORK LOAD TABLE</b>
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Activites	Number	Duration (hour)	Total Work Load (hour)
Theoretical	14	3.00	42.00
Practicals/Labs	0	0.00	0.00
Self study and preperation	14	2.00	28.00
Homeworks	5	10.00	50.00
Projects	0	0.00	0.00
Field Studies	0	0.00	0.00
Midterm exams	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
<b>LO: Learning Objectives    PQ: Program Qualifications</b>																
<b>Contribution Level:</b>	<b>1 very low</b>			<b>2 low</b>			<b>3 Medium</b>			<b>4 High</b>			<b>5 Very High</b>			