

Other Suggestive Reading Materials/References:

1. **Kothari, C.R.** (2019). *Research Methodology: Methods and Techniques*. New Age International Publishers.
2. **Sekaran, U., & Bougie, R.** (2019). *Research Methods for Business: A Skill-Building Approach*. Wiley.
3. **Cooper, D.R., & Schindler, P.S.** (2014). *Business Research Methods*. McGraw-Hill.
4. **Zikmund, W.G., Babin, B.J., Carr, J.C., & Griffin, M.** (2013). *Business Research Methods*. Cengage Learning.
5. **Malhotra, N.K.** (2010). *Marketing Research: An Applied Orientation*. Pearson.
6. **Bryman, A., & Bell, E.** (2015). *Business Research Methods*. Oxford University Press.
7. **Saunders, M., Lewis, P., & Thornhill, A.** (2016). *Research Methods for Business Students*. Pearson.
8. **Hair, J.F., Wolfinbarger, M., Money, A.H., Samouel, P., & Page, M.** (2015). *Essentials of Business Research Methods*. Routledge.
9. **Creswell, J.W.** (2014). *Research Design: Qualitative, Quantitative, and Mixed Methods Approaches*. SAGE Publications.
10. **Flick, U.** (2018). *An Introduction to Qualitative Research*. SAGE Publications.

Teaching Pedagogy/Methodology:

- **Lectures:** To introduce theoretical concepts and frameworks.
- **Case Studies:** Analysis of real-world business scenarios to apply research methods.
- **Workshops:** Hands-on sessions using digital tools like SPSS, Excel, and online survey platforms.
- **Group Discussions:** Collaborative exploration of research topics and methodologies.
- **Mini Project:** Conducting a primary research survey on an **SWAYAM Portal Reference: For a comprehensive course on Business Research Methods, refer to the SWAYAM portal: https://onlinecourses.swavam2.ac.in/cec20_mg14/preview**

Semester-VII

DISCIPLINE SPECIFIC ELECTIVE (DSE-I 7.2)

Strategic Procurement and Supplier Relationship Management

Offered by Commerce Department, College of Vocational Studies

Credit Distribution, Eligibility and Pre-requisites the Course

Course Title & Code	Total Credits	Lectures	Tutorial	Practical	Eligibility	Prerequisite of the course
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Strategic Procurement and Supplier Relationship Management	4	3	1	-		
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Learning Objectives:

- To understand the role of strategic procurement in aligning corporate goals with supplier partnerships.
- To explore digital tools and technologies enhancing procurement, such as Big Data, AI, and e-Procurement.
- To examine the lifecycle of supplier relationships and the shift from transactional to strategic collaborations.
- To develop knowledge in contract management, SLAs, and digital contracts within the context of procurement.
- To introduce risk management strategies in procurement and integrate sustainability criteria.

Learning Outcomes :

- Students will be able to design a procurement strategy that aligns with corporate goals and utilizes digital tools for supplier analysis.
- Students will gain the ability to establish and manage strategic supplier relationships, fostering innovation co-creation and collaboration.
- Students will be proficient in drafting supplier contracts and SLAs, integrating compliance terms, and resolving disputes effectively.
- Students will acquire skills in identifying and managing supplier risks while integrating sustainability and ESG criteria.
- Students will be capable of designing supplier performance evaluation systems, applying continuous improvement methodologies like Lean and Six Sigma.

Unit	Course Outline	
Unit I	Strategic Procurement and Digital Planning& Supplier Relationship Understanding Business Procurement Strategy aligned with Corporate Goals, Supplier Market Analysis using Digital Tools (Big Data, Market Intelligence), Supplier Selection Criteria: Cost, Innovation Capability, Sustainability, and Ethics, Role of Technology (e-Procurement, AI-driven Supplier Discovery) in Strategic Procurement. Lifecycle of Supplier Relationships: From Transactional to Strategic Collaboration, Supplier Segmentation and Partnership Models (Tiered Suppliers, Strategic Alliances), Building Innovation Partnerships with Suppliers (Co-Development, Open Innovation), Human-centric Collaboration and Value Co-Creation in Industry 5.0.	(12 Hours)
Unit II	Contract Management, SLAs, and Digital Contracts: Essentials of Traditional and Digital Supplier Contracts (Smart Contracts, Blockchain Basics), Drafting Service Level Agreements (SLAs) with Sustainability and Ethical Compliance Terms, Dispute Resolution Mechanisms: Negotiation, Arbitration, Online Dispute Resolution (ODR), Legal and Ethical Issues in Global Procurement (Data Protection, Cybersecurity).	(10 Hours)
Unit III	Risk Management and Sustainable Procurement:	(11Hours)

	Identifying Supplier Risks (Operational, Financial, Geopolitical, Technological), Supply Continuity and Resilience Planning in a VUCA World (Volatility, Uncertainty, Complexity, Ambiguity), Digital Tools for Supplier Risk Monitoring (Predictive Analytics, AI Risk Scoring), Embedding Sustainability and ESG (Environmental, Social, Governance) Risk Criteria in Procurement.	
Unit IV	Supplier Performance Evaluation and Continuous Improvement: Designing Supplier KPIs: Quality, Delivery, Innovation, ESG Compliance, Diversity and Inclusion, Building and Using Supplier Scorecards (Balanced Scorecard Approach), Supplier Development Programs: Training, Technology Sharing, Joint Problem Solving, Continuous Improvement Models: Kaizen, Lean Procurement, Six Sigma in Supplier Management.	(12Hours)

Suggestive Reading Materials/References:

1. **Monczka, R. M., Handfield, R. B., Giunipero, L. C., & Patterson, J. L. (2020).** *Purchasing and Supply Chain Management*. Cengage Learning.
2. **Christopher, M. (2016).** *Logistics & Supply Chain Management*. Pearson Education.
3. **Cousins, P. D., Lamming, R. C., Lawson, B., Petersen, K. J. (2008).** *Strategic Supply Management: Principles, Theories and Practice*. Pearson Education.
4. **Gelderman, C. J., & van Weele, A. J. (2005).** *Strategic Sourcing Management: Theories and Practices*. Springer.
5. Title: "Don't Let Your Supply Chain Control Your Business", Authors: Choi, T. Y., & Linton, J. D., Published in: **Harvard Business Review**, December 2011, Link: <https://hbr.org/2011/12/dont-let-your-supply-chain-control-your-business>
6. **Scholten, H., & Schilder, S. (2015).** *Supplier Relationship Management: Unlocking the Power of Collaboration*. Wiley.
7. **Sodhi, M. S., & Tang, C. S. (2019).** *Managing Supply Chain Risk*. Springer.
8. **Hugos, M. H. (2018).** *Essentials of Supply Chain Management*. Wiley.
9. **Transforming Food Supply Chains for Sustainability**, Published in: *Journal of Supply Chain Management*, Link: <https://onlinelibrary.wiley.com/doi/abs/10.1111/jscm.12310>
10. **Teece, D. J. (2010).** *Business Models, Business Strategy, and Innovation*. Long Range Planning.

Teaching Pedagogy/Methodology:

- **Lectures:** To introduce key concepts and theories in procurement and supplier management.
- **Case Studies:** Real-world examples to analyze strategic procurement decisions and supplier relationship management.
- **Group Discussions:** Encouraging students to critically discuss current trends and innovations in supplier collaboration.
- **Project Work:** Students will develop a strategic procurement plan for a hypothetical organization, considering the integration of digital tools and sustainability.
- **Workshops:** Hands-on training with digital procurement tools and contract management systems.

SWAYAM Reference: SWAYAM references for blended learning (as NEP 2020 recommends integrating online modules. Since SWAYAM directly doesn't have a course titled " *Strategic*