

International sourcing

Composante
Institut d'Administration des Entreprises (IAE)

En bref

- # **Organisation de l'enseignement:** Formation initiale
- # **Ouvert aux étudiants en échange:** Non

Présentation

Description

Students should learn how to analyze the needs of internal customers so as to build a sourcing process; be able to consider various sourcing areas and scopes; use the major matrices and conceptual frameworks in the field; evaluate potential suppliers. A few negotiation techniques may be presented during the last session. Students will learn some English vocabulary related to sourcing activities.

Heures d'enseignement

CM	CM	17h
----	----	-----

Programme détaillé

CHAPTER I – PRESENTING SOURCING AS A KEY VALUE-ADDING DPT FOR AN ORGANISATION

Defining and differentiating sourcing and procurement
Presenting sourcing as strategic value-adding activities

CHAPTER II – PRESENTING THE EARLY PHASE OF A SOURCING PROCESS

Defining the need
Implementing the functional analysis
Categorizing the purchases (ABC) and the purchasing strategy

CHAPTER III – FINDING AND SELECTING SUPPLIERS

Defining the geographical scope

Implementing the supply market analysis

Assessing and ranking potential suppliers (long list)

Chapter IV – CONDUCTING THE BUYING PROCESS

Implementing the call for tender

Building the short list

Undertaking negotiation

Choosing the supplier (single sourcing or dual sourcing)

Operating supplier's continuous assessment

A specific buying process: the reverse auctions

Leveraging on external resources e.g. consulting firms

Bibliographie

Toute la fonction Achats - Savoirs - Savoir-faire - Savoir-être, Petit P., 3ème édition, Dunod, 2016, 464 p.

The Procurement Models Handbook; Cordell A. et Thompson, I., 3rd Edition, 2019, Routledge

Infos pratiques

Lieu(x)

Poitiers-Centre Ville

En savoir plus

<https://iae.univ-poitiers.fr/>