

## COURSE OUTLINE

### 1. GENERAL

<b>SCHOOL</b>	APPLIED ECONOMIC AND SOCIAL SCIENCES		
<b>ACADEMIC UNIT</b>	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
<b>LEVEL OF STUDIES</b>	<i>Undergraduate</i>		
<b>COURSE CODE</b>	<b>5502</b>	<b>SEMESTER</b>	5th
<b>COURSE TITLE</b>	PROCUREMENT MANAGEMENT		
<b>INDEPENDENT TEACHING ACTIVITIES</b>		<b>WEEKLY TEACHING HOURS</b>	<b>CREDITS</b>
Lectures		4	5
<b>COURSE TYPE</b>	Special Background		
<b>PREREQUISITE COURSES</b>	NO		
<b>LANGUAGE OF INSTRUCTION and EXAMINATIONS</b>	Greek		
<b>IS THE COURSE OFFERED for ERASMUS STUDENTS?</b>	YES (in English)		
<b>COURSE WEBSITE (URL)</b>	<a href="https://oeclass.aua.gr/eclass/">https://oeclass.aua.gr/eclass/</a>		

### 2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> <li>• examine the role of procurement management in businesses and organisations both in their internal and their external environment.</li> <li>• analyse the supplier selection criteria</li> <li>• analyse the modern tendencies of globalisation of supply and e-procurement.</li> </ul> <p><b>Upon successful completion of the course, the student will be able to:</b></p> <ul style="list-style-type: none"> <li>• describe the basic concepts of procurement management.</li> <li>• explain the role of procurement departments.</li> <li>• explain the relationship between procurement and globalization.</li> <li>• examine alternative approaches to assessing procurement procedures.</li> <li>• assess the performance of procurement procedures.</li> </ul>
General Competences
<ul style="list-style-type: none"> <li>• Adapting to new situations</li> <li>• Decision-making</li> <li>• Working independently</li> <li>• Teamwork</li> <li>• Working in an international environment</li> <li>• Project planning and management</li> <li>• Respect for difference and multiculturalism</li> <li>• Showing social, professional, and ethical responsibility and sensitivity to gender issues</li> <li>• Advance free, creative and causative thinking</li> </ul>

### 3. SYLLABUS

1. Introduction to basic concepts
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2. Relationship of procurement departments with customers and suppliers
3. The dilemma of outsourcing
4. Globalisation of procurement
5. Information systems and procurement
6. Electronic procurement
7. Description of requirements
8. Supplier evaluation and selection
9. Negotiations with suppliers
10. Training, pricing and contract management
11. Purchases of fixed assets
12. Evaluation of the performance of the procurement function
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

#### 4. TEACHING and LEARNING METHODS - EVALUATION

<b>DELIVERY</b>	Face-to-face, Distance learning															
<b>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</b>	<ul style="list-style-type: none"> <li>• Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System)</li> <li>• Support of lectures using presentation software</li> <li>• Use of audiovisual material</li> <li>• Use of web applications</li> </ul> <p><b>Communication with students:</b> face to face at office hours, email, eclass platform</p>															
<b>TEACHING METHODS</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0.5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;"><b>2</b></td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;"><b>125.5 h</b></td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0.5	<i>Exams</i>	<b>2</b>	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	<b>125.5 h</b>
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<b>STUDENT PERFORMANCE EVALUATION</b>	The evaluation process is in the language that the course is taught (Greek or English) and consists of:															

	<p>i. Compulsory written final examination at the end of the semester (weighting factor <b>70%</b> at least) which may include:</p> <ul style="list-style-type: none"> <li>• Multiple choice questionnaires</li> <li>• Open-ended questions</li> <li>• Problem solving</li> <li>• Oral examination</li> </ul> <p><b>Evaluation criteria:</b> correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p><b>Evaluation criteria:</b> correctness, completeness, clarity</p> <p><b>Special learning difficulties:</b></p> <p>Students with <b>special learning difficulties</b> in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p><b>Specifically-Defined Criteria:</b></p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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## 5. ATTACHED BIBLIOGRAPHY

### *Suggested Bibliography in Greek Language:*

- Bowersox, D., Closs, D., Cooper, M., Bowersox J. (2015). *Εφοδιαστική και διοίκηση δικτύων διανομής*. Λευκωσία: Broken Hill.
- Harrison, A. & van Hoek, R. (2021). *Logistics Μάνατζμεντ και Στρατηγική*. Αθήνα: CoreView Solutions.
- Λάιος, Λ. (2010). *Διοίκηση Εφοδιασμού*. Αθήνα: Humantec.

### *Related academic Journals:*

- International Journal of Procurement Management
- Journal of Global Operations and Strategic Sourcing
- Journal of Purchasing & Supply Management

### *Instructor's Notes*