

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

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| CM | CM | 17h |
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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

Compétences visées

Know how to analyze the need of an internal customer to prepare a sourcing process

Be able to consider and analyze different potential sourcing areas to meet a need

Faced with different types of purchases, be able to mobilize reference matrices and frameworks to categorize situations and choose the most appropriate approaches

Know how to analyze a group of offers to identify the best supplier

Evaluate suppliers continuously

Know how to use reference matrices and tools for an international sourcing process

Know how to mobilize vocabulary fundamental English for purchasing and sourcing

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/>