

SCO 6045 Strategic Sourcing

Executive Summary

CARLSON SCHOOL
OF MANAGEMENT
UNIVERSITY OF MINNESOTA

Course: SCO 6045 Strategic Sourcing
Credits: 2 credits
Prerequisites: SCO 6290 or MBA 6221 (previously MBA 6220)

Description

An effective and efficient sourcing function can make a noticeable contribution to company results, but that is not enough. As companies strive for greater results, sourcing managers have a significant strategic role in designing a supply chain that supports and delivers the business strategy. This course explores how strategic sourcing leads to more innovative products, better customer solutions, faster time-to-market, lower total cost, increased revenues, enhanced organizational reputation, and ultimately competitive advantage through the supply network. In addition to readings, lectures, class discussions and activities, senior sourcing leaders from a variety of businesses will visit for conversations with the class.

Objectives

- The key strategic decision to make or buy and its alignment with a firm's business strategy
- The nature of relationships with suppliers (from integrated to arms-length; what is your strategy for relationships)
- The increasing emphasis on Total Cost of Ownership (moving from a price focus to include strategic elements such as service, inventory, transportation, risk, reputation, etc.
- The business of designing a supply chain – choosing the right suppliers (suppliers that differentiate, add to the value chain, strengthen the value proposition to the customer, etc.
- The challenge of supplier management (from giving feedback, to supplier development, to how to be important to your suppliers)
- The problem of supply chain risk (what, where, and strategies for mitigation)

Learning Outcomes

The purpose of the classroom experience is to help you better understand and apply the concepts that will be covered in the text and readings. To be successful in this course, you will need to be actively engaged in the course material. In addition to lectures, we will be using the following learning tools.