

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
PURCHASING and SUPPLY PLANNING	ULY2234330	Spring Semester	3+0	3	3
Prerequisites Courses					
Recommended Elective Courses	Logistics Management				
Language of Instruction	Turkish				
Course Level	First Cycle (Bachelor's Degree)				
Course Type	Required				
Course Coordinator	Assist.Prof. Seçil ŞENEL UZUNKAYA				
Name of Lecturer(s)	Assist.Prof. Filiz MIZRAK				
Assistant(s)	Case Studies' documents				
Aim	Learning the relationship of Purchase with Supply chain, development of the Purchase and to gain the present importance and role of it in the companies and beside that having the functions of the Warehouse & Inventory management, Supply chain management, Logistics information systems and Production & Operations management, will be base output to the students at the end of the this lesson.				
Course Content	This course contains; Introduction, Presentation of Silybus,Relationship of Supply Chain with Purchasing and Basic Concepts,Central Purchasing and General Supply Planning,Purchasing Decision Making and Business Strategies,Integrated Purchasing model and Strategic Resource Planning,Materials Management and Capacity Planning,Lean (Just-in-Time) Purchasing,Purchasing Procedures and e-procurement,Contract management and Legal Disputes,Suppliers selection and Evaluation,Total quality management (TQM) and relationship with Purchase,Negotiation Techniques and Pricing Policies,Health Institutions Purchase and Procurement Planning,Outsourcing and Service Purchase.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. Will be able to define the relationship and concepts of purchasing with the Supply Chain.			16, 9	A	
1.1. Defines the basic concepts of Purchasing.			16, 9	A	
1.2. Describes the Supply Chain.			16, 9	A	
2. Will be able to define Central Purchasing and General Supply Planning.			16, 9	A	
2.1. Explains importance of Purchasing and transition to Central Purchasing.			16, 9	A	
2.2. Explains the central purchasing position in company functions.			16, 9	A	
2.3. Describes the importance of Supply Planning.			16, 9	A	
3. Will be able to list the basic elements of Material Management and Capacity Planning.			16, 9	A	
3.1. Explains the importance of Materials management on Supply chain.			16, 9	A	
3.2. Describes the relationship of Purchasing with Materials management.			16, 9	A	
3.3. Defines the workflow processes in detail on Purchasing.			16, 9	A	
3.4. Sorts out the basic elements of Capacity Planning.			16, 9	A	
3.5. Highlights the importance of Materials management in Capacity planning.			16, 9	A	
4. Will be able to define purchasing procedures and processes.			16, 19, 9	A	
4.1. Describes the cycle of Purchase order.			16, 9	A	
4.2. Explains the concepts of Supplier selection and Material supply.			16, 9	A	
4.3. Explains the relationship between quantity and Cost and also the Right Price.			16, 9	A	
4.4. Describes the relevant documents and payment operations.			16, 9	A	
5. Will be able to explain the details of Contract Management and define the resolution of legal disputes.			10, 16, 9	A	
5.1. Describes the Contract types and details of preparing the contract itself.			16, 9	A	
5.2. Defines the required elements on agreement and the current terms that have to be used on it.			16, 9	A	
5.3. Defines the Contract's Expiration status and disputes.			16, 9	A	
5.4. Explains the principles of Compromise and Criminal terms in contracts.			16, 9	A	
6. Will be able to define Supplier Selection and Evaluation processes.			16, 9	A	
6.1. Defines the attributes of a good Supplier and classifies.			16, 9	A	
6.2. Determines the most important criteria in selecting Suppliers and also describes.			16, 9	A	
6.3. Explains the Strategies on Supplier Relation Management.			16, 9	A	
7. Will be able to list Negotiation Techniques and Price Determination Policies.			16, 9	A	
7.1. Explains the main elements of the Negotiation techniques.			16, 9	A	
7.2. Defines the criteria and elements of compromise and unification on price.			16, 9	A	
7.3. Specify and explains the psychological factors of interaction and negotiation.			16, 9	A	
8. Will be able to discuss the concepts of Outsourcing and Service Purchasing.			13, 16, 9	A	
8.1. Explains the reasons for the use of outsources and related activities.			16, 9	A	
8.2. Describes the usage types of outsource in public and private sectors.			16, 9	A	
8.3. Explains the specified prices are on professional service contracts.			16, 9	A	
8.4. Sorts out and delineate the basic elements of the projects carried out by using an outsource.			16, 9	A	
8.5. Explains the outsourcing firms' plan, curriculum and control methods.			16, 9	A	
Teaching Methods	10: Discussion Method, 13: Case Study Method, 16: Question - Answer Technique, 19: Brainstorming Technique, 9: Lecture Method				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequence	Topics	Preliminary Preparation			
1	Introduction, Presentation of Silybus	Supplying the documents			
2	Relationship of Supply Chain with Purchasing and Basic Concepts				

School of Business and Management Sciences / Logistics Management
2023 - 2024 Academic Year
PURCHASING and SUPPLY PLANNING
Syllabus

Lecture Schedule		
Sequenc e	Topics	Preliminary Preparation
3	Central Purchasing and General Supply Planning	
4	Purchasing Decision Making and Business Strategies	
5	Integrated Purchasing model and Strategic Resource Planning	
6	Materials Management and Capacity Planning	
7	Lean (Just-in-Time) Purchasing	
8	Purchasing Procedures and e-procurement	
9	Contract management and Legal Disputes	
10	Suppliers selection and Evaluation	
11	Total quality management (TQM) and relationship with Purchase	
12	Negotiation Techniques and Pricing Policies	
13	Health Institutions Purchase and Procurement Planning	
14	Outsourcing and Service Purchase	
Evaluation Methods		Weight(%)
Midterm Exam		40
General Exam		60

Resources	
RESOURCES: 1) "Satınalma ve Tedarik Zinciri Yönetimi" Prof. Dr. Ahmet Tuğrul Savaş – Dr. Öğr. Üyesi Murat Düzgün, Ankara, 2018, ISBN: 978 605 133 912 2. 2) "Tedarik Zinciri Yönetimi-En İyi Uygulamalar" Prof. Dr. Mehmet Tanyaş – Dr. Öğr. Üyesi Murat Düzgün, Sayfa 43 – 65 arası Vakalar. ISBN: 978 605 133 913 9. 3) "Satınalma Yönetimi/Süreçler ve Uygulamalar" Yrd. Doç. Dr. Halim Yurdakul, Nobel Yayınları Ankara, 2015, ISBN: 978 605 3201 58 8.SUGGESTED RESOURCES: 1) Satınalma ve Tedarik Zinciri Yönetimi" Prof. Dr. Murat Erdal, 3. Baskı, Beta Yayınları 2014, ISBN: 978 605 3331 94 0. 2) "Tedarik Zinciri/Satınalma Yönetimi" Prof. Dr. M. Oktay Alniak, Papatya Bilim Yayınları, 2011, ISBN: 978 605 422 0403.	