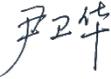


## 《现代采购管理与运作实务（双语）》本科课程教学大纲

## 一、课程基本信息

课程名称	现代采购管理与运作实务（双语）				
	Modern Purchasing Management and Practice (Bilingual Course)				
课程代码	1060138	课程学分		3	
课程学时	48	理论学时	48	实践学时	0
开课学院	Business School	适用专业与年级		Logistics Management, Third Year	
课程类别与性质	Mandatory Major Courses	考核方式		Examination	
选用教材	Purchasing and Supply Chain Management, Robert M. Monczka, Robert B. Handfield, Larry C. Giunipero, James L. Patterson, ISBN 9787302571148, published by Tsinghua University Press, January 2021, Sixth Edition			是否为马工程教材	No
先修课程	Logistics 2060422 (3); Transportation 2060176 (2); Microeconomics 2060152 (3); Macroeconomics 2060070 (3)				
课程简介	<p>"Modern Purchase Management and Practice" is an undergraduate course that provides students with an in-depth understanding of procurement principles, practices, and strategies in today's business environment. The course content covers a wide range of procurement topics, including supplier relationship management, e-procurement, risk management, and global crisis management.</p> <p>The course is taught through various teaching and learning methods, including lectures, case studies, group discussions, and guest speakers, to provide students with a comprehensive understanding of the procurement function. The course also incorporates experiential learning activities like site visits and supplier trade shows to provide practical experience in procurement functions and processes.</p> <p>Assessment methods in the course measure students' understanding and ability to apply procurement concepts and principles in real-world procurement scenarios. Students will be evaluated through written assignments, group presentations, exams, and class participation.</p> <p>Upon completion of the course, students will have the knowledge and skills necessary to effectively manage procurement functions and processes in</p>				

	<p>various industries and organizational settings. They will be prepared for a range of roles in procurement, purchasing, and supply chain management.</p> <p>Overall, "Modern Purchase Management and Practice" is an excellent undergraduate course for anyone interested in pursuing a career in procurement and supply chain management, providing a strong foundation in procurement principles, practices, and strategies that are relevant in today's business environment.</p>
<p>选课建议与学习 要求</p>	<p>If you are interested in pursuing a career in procurement and supply chain management, "Modern Purchase Management and Practice" is an excellent choice for an undergraduate course. Here are a few reasons why:</p> <ul style="list-style-type: none"> <li>• <b>Relevance:</b> The course content covers a wide range of procurement principles, practices, and strategies that are highly relevant in today's business environment. The course will equip you with the knowledge and skills necessary to effectively manage procurement functions and processes in various industries and organizational settings.</li> <li>• <b>Career Opportunities:</b> A procurement and supply chain management career is a growing and in-demand field with many job opportunities. Completing this course will prepare you for a range of roles in procurement, purchasing, and supply chain management.</li> <li>• <b>Practical Skills:</b> The course incorporates a variety of teaching and learning methods, including case studies, and group discussions, which provide opportunities for you to develop practical skills such as problem-solving, decision-making, and communication.</li> <li>• <b>Assessment Methods:</b> The course incorporates a variety of assessment methods, such as written assignments, group presentations, and exams, which will measure your understanding and ability to apply procurement concepts and principles in real-world procurement scenarios.</li> <li>• <b>Faculty Expertise:</b> The course is taught by experienced and knowledgeable faculty members who deeply understand procurement principles and practices. They will provide guidance and support as you develop your knowledge and skills in procurement and supply chain management.</li> </ul> <p>Overall, if you are interested in pursuing a career in procurement and supply chain management, "Modern Purchase Management and Practice" is an excellent choice for an undergraduate course that will equip you with the knowledge, skills, and practical experience necessary to succeed in this</p>

	growing field. This course is suitable for students in the logistics department's seventh to seventh semester.		
大纲编写人	 (签名)	制/修订时间	Feb 2024
专业负责人	 (签名)	审定时间	Feb 2024
学院负责人	 (签名)	批准时间	Feb 2024

## 二、课程目标与毕业要求

### (一) 课程目标

类型	序号	内容
知识目标	1	Modern Procurement Theory: Understand modern procurement processes, strategies, and best practices, including supplier selection, contract management, cost control, and quality assurance.
	2	Global Supply Chain and International Trade Basics: Grasp the workings of global supply chains and the fundamentals of international trade, adapting to an international procurement environment.
技能目标	3	Practical Procurement Skills: Develop skills in actual procurement management, such as supplier assessment, contract negotiation, inventory control, and risk management.
	4	Bilingual Communication Ability: Enhance the capability to communicate effectively in two languages within a procurement context, including the use of professional terminology and cross-cultural communication skills.
素养目标 (含课程思政目标)	5	Professional Ethics and Social Responsibility: Cultivate high standards of professional ethics, including integrity, responsibility, legal compliance, and the ability to consider social and environmental impacts in procurement activities.
	6	International Perspective and Cross-cultural Adaptability: Develop an international outlook and understanding of business practices in different cultural contexts, enabling effective work in multicultural environments.

### (二) 课程支撑的毕业要求

<p>LO1 Moral Cultivation: Uphold the leadership of the Communist Party of China, firmly hold onto ideal beliefs, consciously nurture and actively promote the core socialist values, enhance political identity, foster patriotism, abide by laws and regulations, inherit the spirit of Lei Feng, and practice the motto "Gratitude, Giving Back, Love, Responsibility." Actively serve others, serve society, be honest and responsible, and be dedicated to work.</p> <p>④ Be honest and responsible, truthful and trustworthy, diligent and hardworking, constantly strive for excellence, and be brave in taking responsibility.</p>
<p>LO2 Professional Competence: Possess humanities literacy and theoretical knowledge, as well as practical skills required for logistics management work.</p> <p>⑥ Basic economic management concepts and decision-making ability in management practices: Systematically master the basic knowledge of economic management, be familiar</p>

with its application and development in logistics management, possess basic skills in logistics management, and effectively solve practical problems in logistics management.
LO3 Expressive Communication: Understand others' viewpoints, respect their values, and effectively communicate in written or oral form in various situations. ② Express one's own viewpoints effectively through written or oral communication.
LO8 International Perspective: Possess basic foreign language communication skills and cross-cultural understanding, and have awareness of international competition and cooperation. ③ Be aware of international competition and cooperation.

### (三) 毕业要求与课程目标的关系

毕业要求	指标点	支撑度	课程目标	对指标点的贡献度
LO1	④	H	5. Professional Ethics and Social Responsibility: Cultivate high standards of professional ethics, including integrity, responsibility, legal compliance, and the ability to consider social and environmental impacts in procurement activities.	100%
LO2	⑥	H	1. Modern Procurement Theory: Understand modern procurement processes, strategies, and best practices, including supplier selection, contract management, cost control, and quality assurance.	20%
			2. Global Supply Chain and International Trade Basics: Grasp the workings of global supply chains and the fundamentals of international trade, adapting to an international procurement environment.	40%
			3. Practical Procurement Skills: Develop skills in actual procurement management, such as supplier assessment, contract negotiation, inventory control, and risk management.	40%
LO3	②	M	4. Bilingual Communication Ability: Enhance the capability to communicate effectively in two languages within a procurement context, including the use of professional terminology and cross-cultural communication skills.	100%
LO8	③	H	6. International Perspective and Cross-cultural Adaptability: Develop an international outlook and understanding of business practices in different cultural contexts, enabling effective work in multicultural environments.	100%

### 三、课程内容与教学设计

#### (一) 各教学单元预期学习成果与教学内容

##### **Chapter 1 Introduction to Purchasing and Supply Chain Management**

###### **Content of courses:**

Session 1: Introduction to Purchasing Management

Session 2: Purchasing Objectives and Functions

Session 3: Purchasing Process

###### **Knowledge requirements:**

- ① Basic understanding of business functions and processes
- ② Familiarity with organizational structures and operations
- ③ Understanding of basic procurement terminology
- ④ Basic knowledge of supply chain management

###### **Ability requirements:**

- ① Ability to analyze and evaluate procurement functions and processes
- ② Ability to apply procurement principles to real-world scenarios
- ③ Ability to identify and assess the impact of procurement on organizational performance
- ④ Ability to communicate effectively with stakeholders

###### **Teaching difficulties**

- ① Introducing new terminology and concepts
- ② Ensuring students understand the interplay between purchasing and other business functions
- ③ Keeping students engaged and interested in a potentially dry topic
- ④ Balancing theoretical concepts with practical applications

##### **Chapter 2 Procurement Strategy and Planning**

###### **Content of courses:**

Session 1: Procurement Strategy and Planning

Session 2: Category Management

Session 3: Forecasting and Inventory Management

###### **Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with market analysis and competitive positioning
- ③ Understanding of cost and financial analysis
- ④ Basic knowledge of supplier selection and evaluation

###### **Ability requirements:**

- ① Ability to assess the internal and external factors that impact procurement strategy
- ② Ability to apply procurement strategies to real-world scenarios
- ③ Ability to analyze and evaluate procurement plans
- ④ Ability to communicate effectively with stakeholders

###### **Teaching difficulties**

- ① Ensuring students understand the importance of procurement strategy and planning for organizational performance
- ② Keeping students engaged and interested in the potentially dry topic
- ③ Balancing theoretical concepts with practical applications
- ④ Helping students develop the analytical skills necessary for effective procurement planning and decision making

### **Chapter 3 Supplier Selection and Evaluation**

#### **Content of courses:**

Session 1: Supplier Selection and Evaluation

Session 2: Sourcing and Supplier Relationships

Session 3: Supplier Performance Metrics

#### **Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with supplier management and relationship building
- ③ Understanding of procurement performance metrics and benchmarking
- ④ Basic knowledge of sourcing and negotiation strategies

#### **Ability requirements:**

- ① Ability to identify and evaluate potential suppliers
- ② Ability to apply supplier selection and evaluation criteria to real-world scenarios
- ③ Ability to develop and maintain effective supplier relationships
- ④ Ability to communicate effectively with suppliers and other stakeholders

#### **Teaching difficulties**

- ① Ensuring students understand the importance of effective supplier selection and evaluation to organizational performance
- ② Helping students develop the analytical skills necessary for effective supplier selection and evaluation
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to negotiate and communicate effectively with suppliers

### **Chapter 4 Contract Management and Negotiation**

#### **Content of courses:**

Session 1: Contract Management

Session 2: Contract Types and Clauses

Session 3: Negotiation Strategies and Tactics

#### **Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with legal and contractual terms and conditions
- ③ Understanding of procurement performance metrics and benchmarking
- ④ Basic knowledge of negotiation strategies

#### **Ability requirements:**

- ① Ability to develop and negotiate effective contracts
- ② Ability to apply contract management principles to real-world scenarios
- ③ Ability to evaluate and manage supplier performance
- ④ Ability to communicate effectively with suppliers and other stakeholders

#### **Teaching difficulties**

- ① Ensuring students understand the importance of effective contract management and negotiation to organizational performance
- ② Helping students understand legal and contractual terms and conditions
- ③ Balancing theoretical concepts with practical applications

- ④ Teaching students how to negotiate and communicate effectively with suppliers, while maintaining professional relationships

**Chapter 5 Purchasing Ethics and Social Responsibility**

**Content of courses:**

Session 1: Purchasing Ethics

Session 2: Social Responsibility

Session 3: Sustainability and Green Purchasing

**Knowledge requirements:**

- ① Basic understanding of business ethics and corporate social responsibility
- ② Familiarity with ethical issues in procurement and supply chain management
- ③ Understanding of sustainability and environmental responsibility
- ④ Basic knowledge of social responsibility in procurement

**Ability requirements:**

- ① Ability to analyze ethical issues in procurement and supply chain management
- ② Ability to apply ethical principles to real-world procurement scenarios
- ③ Ability to identify and evaluate sustainable and socially responsible procurement practices
- ④ Ability to communicate effectively with suppliers and other stakeholders about ethical and social responsibility issues

**Teaching difficulties:**

- ① Helping students understand the importance of ethical and social responsibility in procurement and supply chain management
- ② Ensuring students understand the legal and ethical implications of procurement decisions
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to navigate complex ethical and social responsibility issues in procurement and supply chain management

**Chapter 6 Global Sourcing and International Purchasing**

**Content of courses:**

Session 1: Global Sourcing and International Purchasing

Session 2: Global Sourcing Strategy and Risks

Session 3: Cultural Differences and Negotiations

**Knowledge requirements:**

- ① Basic understanding of the global business environment
- ② Familiarity with international trade regulations and agreements
- ③ Understanding of cultural and political factors that impact global sourcing
- ④ Basic knowledge of import/export procedures and documentation

**Ability requirements:**

- ① Ability to assess risks and opportunities associated with global sourcing
- ② Ability to develop and implement effective global sourcing strategies
- ③ Ability to communicate effectively with suppliers and other stakeholders in a global context
- ④ Ability to navigate complex international trade regulations and agreements

**Teaching difficulties:**

- ① Helping students understand the complexities of global sourcing and international purchasing
- ② Ensuring students understand the cultural and political factors that impact global sourcing decisions
- ③ Balancing theoretical concepts with practical applications

<p>④ Teaching students how to navigate the legal and regulatory issues associated with global sourcing and international purchasing</p>
<p><b>Chapter 7 E-Procurement and Technology in Purchasing</b>  <b>Content of courses:</b>            Session 1: E-Procurement            Session 2: Technology in Purchasing            Session 3: Electronic Data Interchange (EDI)  <b>Knowledge requirements:</b>            ① Basic understanding of procurement functions and processes            ② Familiarity with electronic procurement systems and processes            ③ Understanding of e-sourcing, e-auctions, and online bidding            ④ Basic knowledge of procurement automation technologies  <b>Ability requirements:</b>            ① Ability to identify and evaluate e-procurement systems            ② Ability to develop and implement e-procurement strategies            ③ Ability to communicate effectively with suppliers and other stakeholders through e-procurement systems            ④ Ability to navigate and troubleshoot e-procurement technologies  <b>Teaching difficulties:</b>            ① Helping students understand the complexities of e-procurement and the role of technology in procurement functions and processes            ② Ensuring students understand the advantages and limitations of e-procurement systems            ③ Balancing theoretical concepts with practical applications            ④ Teaching students how to effectively implement and utilize e-procurement technologies in real-world procurement scenarios</p>
<p><b>Chapter 8 Purchasing Analytics and Performance Measurement</b>  <b>Content of courses:</b>            Session 1: Purchasing Analytics            Session 2: Key Performance Indicators (KPIs)            Session 3: Metrics and Benchmarking  <b>Knowledge requirements:</b>            ① Basic understanding of procurement functions and processes            ② Familiarity with data analysis and performance measurement techniques            ③ Understanding of key performance indicators (KPIs) and metrics            ④ Basic knowledge of benchmarking and continuous improvement  <b>Ability requirements:</b>            ① Ability to develop and implement procurement performance metrics and KPIs            ② Ability to analyze procurement data and develop actionable insights            ③ Ability to communicate effectively with stakeholders about procurement performance            ④ Ability to develop and implement continuous improvement plans  <b>Teaching difficulties:</b>            ① Helping students understand the importance of data analytics and performance measurement in procurement functions and processes            ② Ensuring students understand the advantages and limitations of different performance measurement techniques            ③ Balancing theoretical concepts with practical applications            ④ Teaching students how to effectively utilize procurement data to drive continuous improvement and organizational performance</p>
<p><b>Chapter 9 Supplier Relationship Management</b>  <b>Content of courses:</b>            Session 1: Supplier Relationship Management</p>

Session 2: Supplier Collaboration and Development

Session 3: Supplier Diversity

**Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with supplier management and relationship building
- ③ Understanding of the role of collaboration in supplier relationship management
- ④ Basic knowledge of supplier diversity

**Ability requirements:**

- ① Ability to assess and manage supplier relationships
- ② Ability to develop effective supplier collaboration plans
- ③ Ability to evaluate and improve supplier performance
- ④ Ability to communicate effectively with suppliers and other stakeholders

**Teaching difficulties:**

- ① Helping students understand the importance of effective supplier relationship management to organizational performance
- ② Ensuring students understand the key components of effective supplier relationship management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively collaborate with suppliers and develop mutually beneficial relationships

**Chapter 10 Risk Management and Mitigation**

**Content of courses:**

Session 1: Risk Management and Mitigation

Session 2: Risk Identification and Assessment

Session 3: Risk Mitigation Strategies

**Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with risk management principles and practices
- ③ Understanding of risk identification and assessment techniques
- ④ Basic knowledge of risk mitigation strategies

**Ability requirements:**

Ability to identify and evaluate procurement risks

- ① Ability to develop and implement procurement risk management plans
- ② Ability to communicate effectively with stakeholders about procurement risks and mitigation strategies
- ③ Ability to develop and implement effective risk mitigation strategies

**Teaching difficulties:**

- ① Helping students understand the importance of effective risk management to procurement functions and processes
- ② Ensuring students understand the key components of effective procurement risk management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively identify, assess, and mitigate procurement risks in real-world scenarios

**Chapter 11 Legal Aspects of Purchasing**

**Content of courses:**

Session 1: Legal Aspects of Purchasing

Session 2: Contract Law and Uniform Commercial Code (UCC)

Session 3: Intellectual Property Rights and Ethics

**Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with contract law and regulations

- ③ Understanding of Uniform Commercial Code (UCC)
- ④ Basic knowledge of intellectual property rights and ethics in procurement

**Ability requirements:**

- ① Ability to identify and understand legal and regulatory issues in procurement
- ② Ability to develop and negotiate effective procurement contracts
- ③ Ability to communicate effectively with legal and regulatory stakeholders
- ④ Ability to navigate and comply with legal and regulatory requirements

**Teaching difficulties:**

- ① Helping students understand the importance of legal and regulatory compliance in procurement functions and processes
- ② Ensuring students understand the legal and regulatory frameworks that apply to procurement
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively navigate and comply with legal and regulatory requirements in real-world procurement scenarios

**Chapter 12 Procurement in Services and Public Sector**

**Content of courses:**

Session 1: Procurement in Services

Session 2: Public Sector Procurement

Session 3: Government Contracting and Regulations

**Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with procurement in services industries
- ③ Understanding of public sector procurement regulations and requirements
- ④ Basic knowledge of government contracting and procurement processes

**Ability requirements:**

- ① Ability to assess and evaluate procurement needs in services industries
- ② Ability to develop and implement effective procurement strategies in services industries
- ③ Ability to navigate and comply with public sector procurement regulations and requirements
- ④ Ability to communicate effectively with stakeholders in services and public sector procurement

**Teaching difficulties:**

- ① Helping students understand the unique challenges and opportunities associated with procurement in services and public sector industries
- ② Ensuring students understand the legal and regulatory frameworks that apply to public sector procurement
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively navigate and comply with legal and regulatory requirements in services and public sector procurement

**Chapter 13 Purchasing in Lean Supply Chain**

**Content of courses:**

Session 1: Lean Supply Chain

Session 2: Lean Purchasing

Session 3: Lean Metrics and Continuous Improvement

**Knowledge requirements:**

- ① Basic understanding of supply chain management principles and practices
- ② Familiarity with lean management principles and practices
- ③ Understanding of value stream mapping and waste reduction techniques
- ④ Basic knowledge of lean supply chain management

**Ability requirements:**

- ① Ability to assess and evaluate procurement functions in a lean supply chain
- ② Ability to develop and implement effective procurement strategies in a lean supply chain
- ③ Ability to identify and reduce waste in procurement functions
- ④ Ability to communicate effectively with stakeholders in a lean supply chain

**Teaching difficulties:**

- ① Helping students understand the importance of lean principles and practices in procurement functions
- ② Ensuring students understand the key components of lean supply chain management
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively identify and reduce waste in procurement functions in a real-world lean supply chain context

**Chapter 14 Purchasing in Just-in-Time (JIT) Environment**

**Content of courses:**

Session 1: Just-in-Time (JIT)

Session 2: JIT Purchasing

Session 3: JIT Metrics and Improvement

**Knowledge requirements:**

- ① Basic understanding of supply chain management principles and practices
- ② Familiarity with just-in-time (JIT) management principles and practices
- ③ Understanding of production scheduling and inventory management
- ④ Basic knowledge of JIT procurement practices

**Ability requirements:**

- ① Ability to assess and evaluate procurement functions in a JIT environment
- ② Ability to develop and implement effective procurement strategies in a JIT environment
- ③ Ability to manage inventory and production schedules in a JIT environment
- ④ Ability to communicate effectively with stakeholders in a JIT environment

**Teaching difficulties:**

- ① Helping students understand the importance of JIT principles and practices in procurement functions
- ② Ensuring students understand the key components of JIT procurement practices
- ③ Balancing theoretical concepts with practical applications
- ④ Teaching students how to effectively manage inventory and production schedules in a JIT procurement environment in a real-world context

**Chapter 15 Supplier Risk Management**

**Content of courses:**

Session 1: Supplier Risk Management

Session 2: Supplier Risk Assessment and Mitigation

Session 3: Supplier Contingency Planning

**Knowledge requirements:**

- ① Basic understanding of procurement functions and processes
- ② Familiarity with global crisis management and business continuity planning
- ③ Understanding of supply chain disruptions and risk mitigation strategies
- ④ Basic knowledge of procurement in emergencies

**Ability requirements:**

- ① Ability to assess and manage procurement risks in a crisis situation
- ② Ability to develop and implement effective procurement strategies in a crisis situation
- ③ Ability to communicate effectively with stakeholders in a crisis situation
- ④ Ability to navigate and mitigate supply chain disruptions in a crisis situation

**Teaching difficulties:**

- ① Helping students understand the unique challenges and opportunities associated with

<p>procurement in a global crisis situation</p> <ul style="list-style-type: none"> <li>② Ensuring students understand the importance of risk management and supply chain disruption mitigation in a crisis situation</li> <li>③ Balancing theoretical concepts with practical applications</li> <li>④ Teaching students how to effectively navigate and mitigate supply chain disruptions in a crisis situation and implement procurement strategies that support business continuity planning.</li> </ul>
<p><b>Chapter 16 Future of Purchasing and Supply Chain Management</b></p> <p><b>Content of courses:</b></p> <p>Session 1: Future of Purchasing</p> <p>Session 2: Technological Advancements and Trends</p> <p>Session 3: Industry and Career Opportunities</p> <p><b>Knowledge requirements:</b></p> <ul style="list-style-type: none"> <li>① Basic understanding of procurement functions and processes</li> <li>② Familiarity with emerging technologies and trends in procurement</li> <li>③ Understanding of the future of procurement and supply chain management</li> <li>④ Basic knowledge of industry trends and forecasts</li> </ul> <p><b>Ability requirements:</b></p> <ul style="list-style-type: none"> <li>① Ability to assess and evaluate emerging technologies and trends in procurement</li> <li>② Ability to develop and implement effective procurement strategies in the context of emerging trends</li> <li>③ Ability to anticipate and plan for the future of procurement and supply chain management</li> <li>④ Ability to communicate effectively with stakeholders about emerging trends and their potential impact on procurement functions</li> </ul> <p><b>Teaching difficulties:</b></p> <ul style="list-style-type: none"> <li>① Helping students understand the importance of staying abreast of emerging trends and technologies in procurement</li> <li>② Ensuring students understand the potential impact of emerging trends on procurement functions and processes</li> <li>③ Balancing theoretical concepts with practical applications</li> <li>④ Teaching students how to anticipate and plan for the future of procurement and supply chain management in the context of emerging trends and technologies.</li> </ul>

(二) 教学单元对课程目标的支撑关系

教学单元	课程目标					
	1	2	3	4	5	6
Chapter 1 Introduction to Purchasing and Supply Chain Management	√	√	√			
Chapter 2 Procurement Strategy and Planning	√	√	√			
Chapter 3 Supplier Selection and Evaluation	√	√	√			
Chapter 4 Contract Management and Negotiation	√		√	√	√	
Chapter 5 Purchasing Ethics and Social Responsibility					√	
Chapter 6 Global Sourcing and International Purchasing		√	√	√		√
Chapter 7 E-Procurement and Technology in Purchasing			√	√		

Chapter 8 Purchasing Analytics and Performance Measurement			√	√		
Chapter 9 Supplier Relationship Management			√	√	√	
Chapter 10 Risk Management and Mitigation			√		√	
Chapter 11 Legal Aspects of Purchasing				√	√	
Chapter 12 Procurement in Services and Public Sector			√	√		
Chapter 13 Purchasing in Lean Supply Chain	√		√			
Chapter 14 Purchasing in Just-in-Time (JIT) Environment	√		√			
Chapter 15 Supplier Risk Management			√		√	
Chapter 16 Future of Purchasing and Supply Chain Management	√	√		√		√

### (三) 课程教学方法与学时分配

教学单元	教与学方式	考核方式	学时分配		
			理论	实践	小计
Chapter 1 Introduction to Purchasing and Supply Chain Management	Lecture, Case Analysis	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 2 Procurement Strategy and Planning	Lecture, Case Analysis	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 3 Supplier Selection and Evaluation	Lecture, Practical Exercises	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 4 Contract Management and Negotiation	Lecture, Group Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 5 Purchasing Ethics and Social Responsibility	Lecture, Case Study	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 6 Global Sourcing and International Purchasing	Lecture, Group Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3

Chapter 7 E-Procurement and Technology in Purchasing	Lecture, Case Analysis	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 8 Purchasing Analytics and Performance Measurement	Exam	Exam	3	0	3
Midterm Exam	Exam	Exam	3	0	3
Chapter 9 Supplier Relationship Management	Lecture, Interactive Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 10 Risk Management and Mitigation	Lecture, Group Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 11 Legal Aspects of Purchasing	Lecture, Interactive Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 12 Procurement in Services and Public Sector	Lecture, Practical Exercises	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 13 Purchasing in Lean Supply Chain	Lecture, Group Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 14 Purchasing in Just-in-Time (JIT) Environment	Lecture, Case Analysis	Classroom Participation, Midterm Test, Group Report, Final Test	3	0	3
Chapter 15 Supplier Risk Management	Lecture, Case Analysis	Classroom Participation, Midterm Test, Group Report, Final Test	1.5	0	1.5
Chapter 16 Future of Purchasing and Supply Chain Management	Lecture, Interactive Discussion	Classroom Participation, Midterm Test, Group Report, Final Test	1.5	0	1.5
合计			48	0	48

## (四) 课内实验项目与基本要求

序号	实验项目名称	目标要求与主要内容	实验时数	实验类型

实验类型：①演示型 ②验证型 ③设计型 ④综合型

## 四、课程思政教学设计

**Chapter 1: Introduction to Purchasing and Supply Chain Management**

- **Ideological Focus:** Emphasize the importance of efficient procurement in supporting national economic development.
- **Teaching Method:** Interactive lectures with real-world case studies to illustrate the role of purchasing in the broader economic context.

**Chapter 2: Procurement Strategy and Planning**

- **Ideological Focus:** Discuss the strategic role of procurement in achieving organizational and national economic goals.
- **Teaching Method:** Group discussions and strategy formulation exercises.

**Chapter 3: Supplier Selection and Evaluation**

- **Ideological Focus:** Stress the importance of fair and ethical supplier selection in promoting a just and equitable market.
- **Teaching Method:** Role-playing exercises and supplier evaluation simulations.

**Chapter 4: Contract Management and Negotiation**

- **Ideological Focus:** Highlight the role of contract integrity and ethical negotiations in business.
- **Teaching Method:** Mock negotiation sessions and contract drafting workshops.

**Chapter 5: Purchasing Ethics and Social Responsibility**

- **Ideological Focus:** Focus on the ethical responsibilities of procurement professionals and corporate social responsibility.
- **Teaching Method:** Case studies on ethical dilemmas and group discussions.

**Chapter 6: Global Sourcing and International Purchasing**

- **Ideological Focus:** Discuss the impact of global sourcing on international relations and economic cooperation.
- **Teaching Method:** Global market analysis projects and interactive seminars.

**Chapter 7: E-Procurement and Technology in Purchasing**

- **Ideological Focus:** Explore the role of technology in advancing procurement efficiency and transparency.

- **Teaching Method:** Hands-on e-procurement platform training and technology demonstrations.

#### **Chapter 8: Purchasing Analytics and Performance Measurement**

- **Ideological Focus:** Emphasize data-driven decision-making in procurement to support national economic policies.
- **Teaching Method:** Analytics software workshops and performance analysis projects.

#### **Chapter 9: Supplier Relationship Management**

- **Ideological Focus:** Discuss the importance of building strong, ethical supplier relationships for long-term sustainability.
- **Teaching Method:** Supplier relationship management simulations and case study analysis.

#### **Chapter 10: Risk Management and Mitigation**

- **Ideological Focus:** Highlight the role of risk management in ensuring stable and secure supply chains.
- **Teaching Method:** Risk assessment workshops and crisis management role-playing.

#### **Chapter 11: Legal Aspects of Purchasing**

- **Ideological Focus:** Focus on legal compliance as a cornerstone of ethical procurement practices.
- **Teaching Method:** Analysis of legal cases and compliance training sessions.

#### **Chapter 12: Procurement in Services and Public Sector**

- **Ideological Focus:** Discuss procurement's role in public sector efficiency and serving the public interest.
- **Teaching Method:** Guest lectures from public sector procurement professionals and project-based learning.

#### **Chapter 13: Purchasing in Lean Supply Chain**

- **Ideological Focus:** Emphasize the importance of lean principles in promoting efficiency and reducing waste.
- **Teaching Method:** Lean management workshops and supply chain simulation games.

#### **Chapter 14: Purchasing in Just-in-Time (JIT) Environment**

- **Ideological Focus:** Highlight JIT's role in enhancing operational efficiency and responsiveness.
- **Teaching Method:** JIT simulation exercises and inventory management games.

#### **Chapter 15: Supplier Risk Management**

- **Ideological Focus:** Stress the importance of proactive risk management in supplier relationships.
- **Teaching Method:** Supplier risk assessment case studies and group projects.

#### **Chapter 16: Future of Purchasing and Supply Chain Management**

- **Ideological Focus:** Discuss future trends in procurement and their implications for national and global economies.
- **Teaching Method:** Futuristic scenario analysis and discussion forums on emerging procurement technologies.

## 五、课程考核

总评构成	占比	考核方式	课程目标						合计
			1	2	3	4	5	6	
1	60%	Final Test	15%	10%	10%	15%	25%	25%	100%
X1	10%	Class Participation	15%	15%	20%	20%	15%	15%	100%
X2	10%	Group Report	10%	10%	20%	20%	20%	20%	100%
X3	20%	Midterm Test	20%	15%	15%	15%	10%	25%	100%

## 评价标准细则

考核项目	课程目标	考核要求	评价标准			
			优 100-90	良 89-75	中 74-60	不及格 59-0
1	1,2,3,4,5,6	Understanding and recall: All key concepts and theories	Students demonstrate a comprehensive and in-depth understanding of all key concepts and theories, providing accurate and precise responses to questions.	Students have a correct understanding of most key concepts and theories, and can answer most questions correctly.	Students have a basic understanding of key concepts and theories, but may have errors or inaccuracies in some responses.	Students show a significant lack of understanding of key concepts and theories, with numerous errors.
X1	1,2,3,4,5,6	Attendance and Punctuality (50%)	Students have perfect attendance without any tardiness or early departure.	Students have missed no more than one class and have no tardiness or early departure.	Students have missed one class, with possible instances of tardiness or early departure.	Students have unexcused absences twice, or multiple instances of tardiness or early departure;

						three or more absences result in automatic failure.
		Active Participation(50%)	Students actively participate in discussions, frequently speaking and earning a total score of 100-90.	Students participate in discussions, speaking frequently and earning a score of 80-70.	Students participate in discussions, occasionally speaking, and earn a score of 70-60.	Students rarely or never participate in discussions, with insufficient speaking to earn a score above 60.
X 2	1,2,3,4,5,6	Group reports should provide a comprehensive and in-depth analysis of the selected topic, with a clear structure, reasonable division of labor among group members, and demonstrate both innovation and practicality.	The group report provides a comprehensive and in-depth analysis of the chosen topic, with clear structure, reasonable division of labor among group members, and exhibits both innovation and practicality.	The group report covers most aspects of the topic, with clear structure, reasonable division of labor among group members, and demonstrates some innovation and practicality.	The group report lacks depth in content, with an average structure, uneven division of labor among group members, and limited innovation and practicality.	The group report is severely lacking in content, with a chaotic structure, uneven division of labor among group members, and lacks innovation and practicality.
X 3	1,2,3,4,5,6,7,8	Understanding and recall: All key concepts and theories	Students demonstrate a comprehensive	Students have a correct understandi	Students have a basic understandi	Students show a significant lack of

			<p>ve and in-depth understanding of all key concepts and theories, providing accurate and precise responses to questions.</p>	<p>ng of most key concepts and theories, and can answer most questions correctly.</p>	<p>ng of key concepts and theories, but may have errors or inaccuracies in some responses.</p>	<p>understanding of key concepts and theories, with numerous errors.</p>
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## 六、其他需要说明的问题

### Prerequisite Knowledge and Pre-class Preparation

- Students should possess basic computer skills, including proficiency in using office software such as Word and Excel.
- Familiarity with fundamental principles of economics and management is required.
- Prior to class, students are expected to read designated chapters of the textbook and complete any assigned pre-reading questions.

### Classroom Rules and Student Participation

- Attendance, while not directly graded, is important, and excessive absences (more than 3) may impact the final grade.
- Classroom discussions and group activities are essential, and active student participation is expected.
- Assignments must be submitted by the specified deadline using the method designated by the instructor; late submissions will not be accepted.

### Academic Integrity and Plagiarism Policy

- All submitted assignments must be original, and plagiarism is strictly prohibited.
- Proper citation is required when using external resources.
- Plagiarism or dishonest behavior will result in a zero grade for the assignment and potential academic disciplinary action.

### Accommodations for Special Circumstances

- Students with special needs should communicate with the instructor at the beginning of the course to receive necessary learning support.
- Exam times and assignment deadlines may be adjusted based on students' certification documentation.

Office Hours and Student Support

- The instructor's post-class consultation hours will be announced on the school's designated website, with appointments available via WeChat for individual requests.
- Additional academic guidance or course-related support can be sought during office hours.

Course Feedback and Improvement Mechanism

- Students can provide feedback through anonymous questionnaires at the end of the course.
- The instructor will review feedback each semester and adjust teaching methods and content based on student input.

Safety and Emergency Response Guidelines

- In case of emergencies, students should follow evacuation procedures outlined for the laboratory and teaching building.