

GANPAT UNIVERSITY									
FACULTY OF MANAGEMENT STUDIES									
Programme	MBA				Branch/Spec.	Innovation, Entrepreneurship and Venture Development (Minor Specialization - Operations and Supply Chain Management)			
Semester	IV				Version	2.0.0.0			
Effective from Academic Year			2026-27		Effective for the Batch admitted in			January 2026	
Course Code	IVA20PSI		Course Name		Procurement, Sourcing & Inventory Management				
Teaching Scheme					Examination Scheme (Marks)				
(Per week)	Lecture (DT)		Practical (Lab.)		Total	CE	SEE	Total	
	L	TU	P	TW					
Credit	4	0	0		4	Theory	60	40	100
Hours	4	0	0		4	Practical			
Pre-requisites									
Course Outcomes									
On successful completion of the course, the students will be able to:									
CO1	Develop strategic sourcing plans that align with organizational goals, emphasizing Total Cost of Ownership (TCO) and make-or-buy decisions.								
CO2	Evaluate and select suppliers effectively using robust assessment frameworks, ethical standards, and global sourcing best practices.								
CO3	Apply negotiation strategies and contract management principles to secure favorable terms and foster long-term supplier partnerships.								
CO4	Implement inventory control techniques to balance supply and demand, minimize holding costs, and improve cash flow liquidity.								
Theory Syllabus									
Unit	Content								Hrs.
1	Fundamentals of Strategic Sourcing & Procurement, Role of Procurement in Business Value, Evolution from Purchasing to Strategic Sourcing, The Procurement Cycle (P2P), Alignment with Business Strategy, Make-or-Buy Decisions, Outsourcing vs Offshoring, Total Cost of Ownership (TCO) Concept, Centralized vs Decentralized Procurement, Category Management Basics, Spend Analysis, Green Procurement and Sustainability, Ethical Sourcing, Social Responsibility in Supply Chain, Procurement for Startups vs Corporates, Risk Management in Sourcing, Impact of Procurement on Profitability.								15
2	Introduction to Supplier Selection & Relationship Management, Supplier Identification Strategies, The RFI RFP and RFQ Process, Supplier Evaluation Criteria, Vendor Rating and Scorecards, Supplier Selection Models, Single vs Multiple Sourcing Strategies, Global Sourcing Challenges, Cultural Issues in Global Procurement, Supplier Relationship Management (SRM), Developing Strategic Partnerships, Supplier Development and Improvement, Vendor Managed Inventory (VMI) from Buyer Perspective, Early Supplier Involvement (ESI) in Product Design, Managing Supplier Performance, Handling Supplier Grievances.								15
3	Principles of Business Negotiation, The Negotiation Process (Preparation Opening Bargaining Closing), Win-Win vs Win-Lose Strategies, BATNA (Best Alternative to a Negotiated Agreement), Negotiation Tactics and Ethics, Basics of Procurement Contracts, Types of Contracts (Fixed Price Cost Plus), Service Level Agreements (SLAs), Contract Compliance and Management, Dispute Resolution Mechanisms, E-Procurement and E-Sourcing Tools, Reverse Auctions, Impact of AI and Automation on Procurement, Digital Platforms for B2B Sourcing, Legal Aspects of Purchasing.								15

4	Introduction to Inventory Management, Types of Inventory (Raw Materials WIP Finished Goods MRO), The Financial Impact of Inventory on Cash Flow, Inventory Holding Costs vs Ordering Costs, Inventory Turnover Ratio, Days Sales of Inventory (DSI), ABC Analysis (Pareto Principle), XYZ and VED Analysis, Economic Order Quantity (EOQ) Conceptual Understanding, Safety Stock and Reorder Points, Just-in-Time (JIT) Inventory, Kanban Systems, Periodic vs Continuous Review Systems, Obsolete and Excess Inventory Management, Inventory Accuracy and Cycle Counting, Warehousing Basics for Inventory Control.	15
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Practical, assignments and tutorials are based on above syllabus.

Text Books

1	Purchasing and Supply Chain Management by Robert M. Monczka, Robert B. Handfield, Larry C. Giunipero, and James L. Patterson
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Reference Books

1	Procurement and Supply Chain Management by Kenneth Lyons and Brian Farrington
2	Essentials of Inventory Management by Max Muller
3	Supply Management by David Burt, Sheila Petcavage, and Richard Pinkerton
4	Purchasing and Supply Management by P. Fraser Johnson, Michiel R. Leenders, and Anna Flynn
5	Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond by Deepak Malhotra and Max Bazerman
6	The Procurement and Supply Manager's Desk Reference by Fred Sollish and John Semanik
7	Strategic Sourcing in the New Economy: Harnessing the Potential of Sourcing Business Models for Modern Procurement by Bonnie Keith, Kate Vitasek, Karl Manrodt, and Jeanne Kling
8	Getting to Yes: Negotiating Agreement Without Giving In by Roger Fisher and William Ury
9	Inventory Management and Production Planning and Scheduling by Edward A. Silver, David F. Pyke, and Douglas L. Thomas
10	Common Sense Supply Management: Tales From The Supply Chain Trenches by Tom DePaoli
11	Warehouse Management: A Complete Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse by Gwynne Richards
12	The CPO: Transforming Procurement in the Real World by Christian Schuh, Michael Raabe, Robert Kromoser, and Andreas Gocke
13	Cost Reduction and Optimization for Manufacturing and Industrial Companies by Joseph Berk

ICT/MOOCs Reference

1	Coursera: Procurement and Sourcing Introduction – Rutgers University
2	Udemy: Inventory Management and Procurement Fundamentals

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	P S O 1	P S O 2	P S O 3	P S O 4
CO1	3	3	3	–	–	–	3	3	3	3	3	3	–
CO2	3	3	2	2	–	3	2	2	2	2	3	3	3
CO3	3	3	3	2	2	2	3	2	3	3	3	3	2
CO4	3	3	2	–	–	–	2	2	3	2	3	3	–