



<b>MODULE 9</b>	<b>STRATEGIC PROCUREMENT AND QUALITY MANAGEMENT</b>
<b>LECTURER</b>	<i>Prof.Dr.Michael Essig; Dr. Christian von Deimling</i>
<b>LECTURE TITLE</b>	Purchasing Strategy and Organization
<b>OBJECTIVES</b>	<p>Clarify the following leading questions:</p> <ul style="list-style-type: none"><li>• Is procurement really strategic? An Introduction to purchasing strategy in the public context</li><li>• How do strategic contracting concepts look alike? An Introduction to performance based contracting</li><li>• What instruments can assist public buyers in improving economic efficiency? An Introduction to life-cycle-costing</li><li>• How do strategic contracting concepts look alike? An Introduction to performance based contracting</li><li>• How can public buyers organize their purchasing power effectively? An introduction to cooperative procurement</li></ul>
<b>DESCRIPTION</b>	<p>“Procurement is the management of the company's external resources with the aim of ensuring availability of all the goods, services, skills and knowledge needed to perform, maintain and manage the company's primary and supportive activities under favourable conditions.” (van Weele/Esig 2017)</p> <p>The students will learn what strategic procurement in the public sector means and will also learn how to formulate procurement strategies. Challenging concepts, such as performance based contracting, life cycle costing and cooperative procurement will be presented. Moreover the course entails interactive elements, such as the case study to explore procurements strategy potential and a case study to experience and discuss issues along the (operative) procurement process.</p>
<b>CLASS MATERIAL</b>	Skriptum and Case Study Material (will be handed out by lecture team directly)