



# LOGS12004 *Supply Markets and Procurement*

## Term 2 - 2020

Profile information current as at 04/05/2024 03:41 pm

All details in this unit profile for LOGS12004 have been officially approved by CQUniversity and represent a learning partnership between the University and you (our student). The information will not be changed unless absolutely necessary and any change will be clearly indicated by an approved correction included in the profile.

## General Information

### Overview

This unit will allow you to develop an appreciation and understanding of the broader factors contained within the Procurement function, including global supply markets and establishing contracts with local and international suppliers. You will examine procurement from different perspectives at the organisational level, to critically evaluate aspects of procurement, including strategies for creating and sustaining value through dealings in supply markets and structuring contracts. The unit seeks to develop analytical skills for evaluating global supply markets and encourages the adoption of a critical perspective of the procurement processes.

### Details

Career Level: *Undergraduate*

Unit Level: *Level 2*

Credit Points: 6

Student Contribution Band: 10

Fraction of Full-Time Student Load: 0.125

### Pre-requisites or Co-requisites

There are no requisites for this unit.

Important note: Students enrolled in a subsequent unit who failed their pre-requisite unit, should drop the subsequent unit before the census date or within 10 working days of Fail grade notification. Students who do not drop the unit in this timeframe cannot later drop the unit without academic and financial liability. See details in the [Assessment Policy and Procedure \(Higher Education Coursework\)](#).

### Offerings For Term 2 - 2020

- Online

### Attendance Requirements

All on-campus students are expected to attend scheduled classes - in some units, these classes are identified as a mandatory (pass/fail) component and attendance is compulsory. International students, on a student visa, must maintain a full time study load and meet both attendance and academic progress requirements in each study period (satisfactory attendance for International students is defined as maintaining at least an 80% attendance record).

### Website

[This unit has a website, within the Moodle system, which is available two weeks before the start of term. It is important that you visit your Moodle site throughout the term. Please visit Moodle for more information.](#)

## Class and Assessment Overview

### Recommended Student Time Commitment

Each 6-credit Undergraduate unit at CQUniversity requires an overall time commitment of an average of 12.5 hours of study per week, making a total of 150 hours for the unit.

### Class Timetable

#### [Regional Campuses](#)

Bundaberg, Cairns, Emerald, Gladstone, Mackay, Rockhampton, Townsville

#### [Metropolitan Campuses](#)

Adelaide, Brisbane, Melbourne, Perth, Sydney

### Assessment Overview

#### 1. **Written Assessment**

Weighting: 20%

#### 2. **Written Assessment**

Weighting: 40%

#### 3. **Written Assessment**

Weighting: 40%

### Assessment Grading

This is a graded unit: your overall grade will be calculated from the marks or grades for each assessment task, based on the relative weightings shown in the table above. You must obtain an overall mark for the unit of at least 50%, or an overall grade of 'pass' in order to pass the unit. If any 'pass/fail' tasks are shown in the table above they must also be completed successfully ('pass' grade). You must also meet any minimum mark requirements specified for a particular assessment task, as detailed in the 'assessment task' section (note that in some instances, the minimum mark for a task may be greater than 50%). Consult the [University's Grades and Results Policy](#) for more details of interim results and final grades.

## CQUniversity Policies

**All University policies are available on the [CQUniversity Policy site](#).**

You may wish to view these policies:

- Grades and Results Policy
- Assessment Policy and Procedure (Higher Education Coursework)
- Review of Grade Procedure
- Student Academic Integrity Policy and Procedure
- Monitoring Academic Progress (MAP) Policy and Procedure – Domestic Students
- Monitoring Academic Progress (MAP) Policy and Procedure – International Students
- Student Refund and Credit Balance Policy and Procedure
- Student Feedback – Compliments and Complaints Policy and Procedure
- Information and Communications Technology Acceptable Use Policy and Procedure

This list is not an exhaustive list of all University policies. The full list of University policies are available on the [CQUniversity Policy site](#).

## Unit Learning Outcomes

### On successful completion of this unit, you will be able to:

1. Assess and discuss the role of procurement in an organisation, its value and effectiveness.
2. Analyse the factors that affect procurement (including contract) decisions when operating in domestic and global supply markets.
3. Compare and contrast organisational internal and external environments and the effects on relationships with suppliers.
4. Critically analyse procurement and contracting theories and actual experiences to support the development of a procurement model for businesses in different countries, industries and with different organisation structures.
5. Evaluate processes and measures of performance in procurement.

## Alignment of Learning Outcomes, Assessment and Graduate Attributes



### Alignment of Assessment Tasks to Learning Outcomes

Assessment Tasks	Learning Outcomes				
	1	2	3	4	5
1 - Written Assessment - 20%	•				•
2 - Written Assessment - 40%		•	•	•	
3 - Written Assessment - 40%		•	•	•	

### Alignment of Graduate Attributes to Learning Outcomes

Graduate Attributes	Learning Outcomes				
	1	2	3	4	5
1 - Communication					
2 - Problem Solving				•	
3 - Critical Thinking	•	•	•	•	•
4 - Information Literacy	•	•	•		
5 - Team Work					
6 - Information Technology Competence					
7 - Cross Cultural Competence	•	•	•	•	•
8 - Ethical practice	•	•	•	•	•
9 - Social Innovation					

## Graduate Attributes

## Learning Outcomes

1 2 3 4 5

### 10 - Aboriginal and Torres Strait Islander Cultures

## Alignment of Assessment Tasks to Graduate Attributes

### Assessment Tasks

### Graduate Attributes

1 2 3 4 5 6 7 8 9 10

1 - Written Assessment - 20%

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2 - Written Assessment - 40%

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3 - Written Assessment - 40%

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## Textbooks and Resources

### Textbooks

LOGS12004

#### Prescribed

#### Purchasing and Supply Chain Management

Edition: 3rd ed. (2014)

Authors: W. C. Benton Jr.

McGraw Hill Education

New York , New York , USA

ISBN: ISBN: 978 0 07 802411 5

Binding: Hardcover

#### Additional Textbook Information

There is a first edition available of the EBOOK Purchasing and Supply Chain Management 3e published in 2017. It is available at

<https://www.mheducation.com.au/ebook-purchasing-and-supply-chain-management-3e-9781308290560-aus#tab-label-product-description-title> The ISBN is 9781308290560

### IT Resources

#### You will need access to the following IT resources:

- CQUniversity Student Email
- Internet
- Unit Website (Moodle)

## Referencing Style

All submissions for this unit must use the referencing style: [American Psychological Association 7th Edition \(APA 7th edition\)](#)

For further information, see the Assessment Tasks.

## Teaching Contacts

**Swee Kuik** Unit Coordinator  
[s.kuik@cqu.edu.au](mailto:s.kuik@cqu.edu.au)

## Schedule

### Week 1 Overview of Purchasing in the Supply Chain - 13 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
Investigate the key stakeholders in the procurement process. Organising an integrated procurement process. Compare and contrast centralised and decentralised procurement systems.	Read Chapter 1	

### Week 2 Purchasing and Procurement Decisions and Strategy - 20 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
Discuss the role of purchasing in corporate strategy. Explore the most important elements of the strategic planning process for procurement. Explain how sourcing is integrated into corporate strategy. Learn how to develop a strategic procurement plan.	Read Chapter 2	

### Week 3 The Legal Aspects of Purchasing - 27 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
Discuss the legal environment of the procurement function. Understand the extent of the purchasing professional's legal authority and the implications in relation to ethics. Discuss contract and leasing issues obligations regarding an offer.	Read Chapter 3	

### Week 4 Purchasing Procedures E-Procurement and Systems Contracting - 03 Aug 2020

Module/Topic	Chapter	Events and Submissions/Topic
Identify the steps in conventional procurement practices. Investigate structures and main activities of typical purchasing departments. Identify the technical requirements for e-procurement. Introduce the RFID technology.	Read Chapter 7	<b>Business Report (Procurement Management)</b> Due: Week 4 Monday (3 Aug 2020) 3:00 pm AEST

### Week 5 Supplier Selection and Evaluation in Service Markets - 10 Aug 2020

Module/Topic	Chapter	Events and Submissions/Topic
Identify the qualifications of good suppliers. Learn the key elements of the make-versus-buy decision. Discuss supplier relationship management. Explore supplier evaluation in a variety of industrial environments.	Read Chapter 8	

**Vacation Week - 17 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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**Week 6 Global Sourcing - 24 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Identify the drivers of increasing foreign trade. Know the basics of global sourcing. Critically evaluate various global sourcing alternatives. Know how to negotiate in different countries.	Read Chapter 9 and 10.	
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**Week 7 Supply Partnerships in Service Markets and Supply Power - 31 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Understand the relationship between procurement, supply partnerships and supply chain power.	Read Chapter 11	
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**Week 8 Bargaining and Negotiation in Supply Markets. - 07 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Understand the difference between bargaining and negotiations. Identify the difference between the psychological and economic aspects of bargaining. Implement effective bargaining strategies.	Read Chapter 14	<b>Business Report (E-Procurement Systems)</b> Due: Week 8 Friday (11 Sept 2020) 3:00 pm AEST
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**Week 9 Special Procurement Applications - Transport Services - 14 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Understand purchasing of transport services. Discuss the nature of modern transport service delivery. Know how to determine the appropriate price determination strategy for alternative transport modes. Explain how third party relationships work. Summarise the terms and conditions of transportation of merchandise.	Read Chapter 15	
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**Week 10 Special Procurement Applications - Equipment Acquisition and Disposal - 21 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Identify the issues in the capital equipment process. Learn the three criteria applied to a cash flow analysis for equipment acquisition. Discuss the role procurement plays in capital equipment acquisitions.	Read Chapter 16	
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**Week 11 Special Procurement Applications - Sourcing Professional Services - 28 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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Understand the service sector characteristics and strategies.  
 Identify the activities involved in procuring professional services.  
 Discuss what is meant by scope of works and how professional services are priced.  
 Discuss how the critical path method is used to plan, and control complex projects.

Read Chapter 18

### Week 12 Total Quality Management and Purchasing. - 05 Oct 2020

Module/Topic	Chapter	Events and Submissions/Topic
Identify procurement's role in a firm within an overall quality assurance program. Explore the various costs of a quality program and why it is difficult to measure these costs. Know the mechanics of acceptance sampling for commodity purchasing. Identify the advantages of statistical process control (SPC).	Read Chapter 12.	<b>Business Report (Global Sourcing)</b> Due: Week 12 Friday (9 Oct 2020) 3:00 pm AEST

### Review/Exam Week - 12 Oct 2020

Module/Topic	Chapter	Events and Submissions/Topic
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### Exam Week - 19 Oct 2020

Module/Topic	Chapter	Events and Submissions/Topic
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## Assessment Tasks

### 1 Business Report (Procurement Management)

#### Assessment Type

Written Assessment

#### Task Description

The assessment is designed for students to apply supply chain management and procurement concepts, methods and tools. The assessment involves writing a 1500-word business report responding to assessment questions related to specific topics and/or case material. Submit your 1500-word report through Turnitin in Moodle, with a cover sheet showing the unit name and number, assessment number, your name and student number. Assessment details and guidance will be provided on the unit website.

You can discuss your assessment ideas in the unit Assessment 1 Forum before you complete and submit the assessment.

#### Assessment Due Date

Week 4 Monday (3 Aug 2020) 3:00 pm AEST  
online

#### Return Date to Students

Week 5 Friday (14 Aug 2020)  
online

#### Weighting

20%

#### Assessment Criteria

Your report analysis, recommendations and presentation will be assessed according to the following criteria:

- Thorough understanding of relevant supply chain management and procurement concepts, principles, theories, tools and models and the questions posed: 50%
- Appropriate and well structured, concise and clear expression of supply chain and procurement management arguments: 20%

- Clear flow of thought throughout the paper with a clear and succinct purpose described in the introduction and a clear and succinct conclusion: 10%
- Critical analysis and integration of relevant academic and professional literature. A minimum of 8 academic journal articles must be used: 10%
- Appropriate in-text referencing and reference list. Adherence to APA formatting: 5%
- Clarity of expression, grammar, spelling and business report format (see below): 5%
- Report length 1500-words.
- Submissions must be in Business Report format using Word with 1.5 line spacing and Times Roman 12 point font.
- Late submissions will also be penalised at the rate of "five per cent of the total marks available for the assessment each calendar day (full or part) it is overdue"

### Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

### Submission

Online

### Submission Instructions

Online through Moodle.

### Learning Outcomes Assessed

- Assess and discuss the role of procurement in an organisation, its value and effectiveness.
- Evaluate processes and measures of performance in procurement.

### Graduate Attributes

- Problem Solving
- Critical Thinking
- Cross Cultural Competence
- Ethical practice

## 2 Business Report (E-Procurement Systems)

### Assessment Type

Written Assessment

### Task Description

The assessment is designed for students to apply supply chain management and procurement concepts, methods and tools. The assessment involves writing a 2000-word business report responding to assessment questions related to specific topics and/or case material. Submit your 2000-word report through Turnitin in Moodle, with a cover sheet showing the unit name and number, assessment number, your name and student number. Assessment details and guidance will be provided on the unit website.

You can discuss your assessment ideas in the unit Assessment 2 Forum before you complete and submit the assessment.

### Assessment Due Date

Week 8 Friday (11 Sept 2020) 3:00 pm AEST

Online

### Return Date to Students

Week 10 Friday (25 Sept 2020)

Online

### Weighting

40%

### Assessment Criteria

Your report analysis, recommendations and presentation will be assessed according to the following criteria:

- Thorough understanding of relevant supply chain management and procurement concepts, principles, theories, tools and models and the questions posed: 50%
- Appropriate and well structured, concise and clear expression of supply chain and procurement management arguments: 20%



- Clear flow of thought throughout the paper with a clear and succinct purpose described in the introduction and a clear and succinct conclusion: 10%
- Critical analysis and integration of relevant academic and professional literature. A minimum of 8 academic journal articles must be used: 10%
- Appropriate in-text referencing and reference list. Adherence to APA formatting: 5%
- Clarity of expression, grammar, spelling and business report format (see below): 5%
- Report length 2000-words.
- Submissions must be in Business Report format using Word with 1.5 line spacing and Times Roman 12 point font.
- Late submissions will also be penalised at the rate of "five per cent of the total marks available for the assessment each calendar day (full or part) it is overdue"

### Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

### Submission

Online

### Submission Instructions

Online through Moodle.

### Learning Outcomes Assessed

- Analyse the factors that affect procurement (including contract) decisions when operating in domestic and global supply markets.
- Compare and contrast organisational internal and external environments and the effects on relationships with suppliers.
- Critically analyse procurement and contracting theories and actual experiences to support the development of a procurement model for businesses in different countries, industries and with different organisation structures.

### Graduate Attributes

- Communication
- Problem Solving
- Critical Thinking
- Team Work
- Cross Cultural Competence
- Ethical practice

## 3 Business Report (Global Sourcing)

### Assessment Type

Written Assessment

### Task Description

The assessment is designed for students to apply supply chain management and procurement concepts, methods and tools. The assessment involves writing a 2000-word business report responding to assessment questions related to specific topics and/or case material. Submit your 2000-word report through Turnitin in Moodle, with a cover sheet showing the unit name and number, assessment number, your name and student number. Assessment details and guidance will be provided on the unit website.

You can discuss your assessment ideas in the unit Assessment 3 Forum before you complete and submit the assessment.

### Assessment Due Date

Week 12 Friday (9 Oct 2020) 3:00 pm AEST

Online

### Return Date to Students

Online. In accordance with University policy, feedback for A3 will be provided after certification of grades.

### Weighting

40%

## Assessment Criteria

Your report analysis, recommendations and presentation will be assessed according to the following criteria:

- Thorough understanding of relevant supply chain management and procurement concepts, principles, theories, tools and models and the questions posed: 50%
- Appropriate and well structured, concise and clear expression of supply chain and procurement management arguments: 20%
- Clear flow of thought throughout the paper with a clear and succinct purpose described in the introduction and a clear and succinct conclusion: 10%
- Critical analysis and integration of relevant academic and professional literature. A minimum of 8 academic journal articles must be used: 10%
- Appropriate in-text referencing and reference list. Adherence to APA formatting: 5%
- Clarity of expression, grammar, spelling and business report format (see below): 5%
- Report length 2000-words.
- Submissions must be in Business Report format using Word with 1.5 line spacing and Times Roman 12 point font.
- Late submissions will also be penalised at the rate of "five per cent of the total marks available for the assessment each calendar day (full or part) it is overdue"

## Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

## Submission

Online

## Learning Outcomes Assessed

- Analyse the factors that affect procurement (including contract) decisions when operating in domestic and global supply markets.
- Compare and contrast organisational internal and external environments and the effects on relationships with suppliers.
- Critically analyse procurement and contracting theories and actual experiences to support the development of a procurement model for businesses in different countries, industries and with different organisation structures.

## Graduate Attributes

- Communication
- Problem Solving
- Critical Thinking
- Team Work
- Cross Cultural Competence
- Ethical practice

## Academic Integrity Statement

As a CQUniversity student you are expected to act honestly in all aspects of your academic work.

Any assessable work undertaken or submitted for review or assessment must be your own work. Assessable work is any type of work you do to meet the assessment requirements in the unit, including draft work submitted for review and feedback and final work to be assessed.

When you use the ideas, words or data of others in your assessment, you must thoroughly and clearly acknowledge the source of this information by using the correct referencing style for your unit. Using others' work without proper acknowledgement may be considered a form of intellectual dishonesty.

Participating honestly, respectfully, responsibly, and fairly in your university study ensures the CQUniversity qualification you earn will be valued as a true indication of your individual academic achievement and will continue to receive the respect and recognition it deserves.

As a student, you are responsible for reading and following CQUniversity's policies, including the [Student Academic Integrity Policy and Procedure](#). This policy sets out CQUniversity's expectations of you to act with integrity, examples of academic integrity breaches to avoid, the processes used to address alleged breaches of academic integrity, and potential penalties.

### What is a breach of academic integrity?

A breach of academic integrity includes but is not limited to plagiarism, self-plagiarism, collusion, cheating, contract cheating, and academic misconduct. The Student Academic Integrity Policy and Procedure defines what these terms mean and gives examples.

### Why is academic integrity important?

A breach of academic integrity may result in one or more penalties, including suspension or even expulsion from the University. It can also have negative implications for student visas and future enrolment at CQUniversity or elsewhere. Students who engage in contract cheating also risk being blackmailed by contract cheating services.

### Where can I get assistance?

For academic advice and guidance, the [Academic Learning Centre \(ALC\)](#) can support you in becoming confident in completing assessments with integrity and of high standard.

### What can you do to act with integrity?



#### Be Honest

If your assessment task is done by someone else, it would be dishonest of you to claim it as your own



#### Seek Help

If you are not sure about how to cite or reference in essays, reports etc, then seek help from your lecturer, the library or the Academic Learning Centre (ALC)



#### Produce Original Work

Originality comes from your ability to read widely, think critically, and apply your gained knowledge to address a question or problem