

Syllabus

Course Information

Course Number: IDIS 424
Course Title: Purchasing Applications in Distribution
Section: 501
Time and Location: TR: 12:45 – 2:00 pm, FERM 110
Credit Hours: 3

Instructor Details

Instructor: Zhide Wang
Office: TBD
Phone: (979) 985-8081
E-Mail: liang93429@tamu.edu
Office Hours: Thursday day 4:00 – 5:00 pm on Zoom <https://tamu.zoom.us/j/6911683970> or by appointment. In-person office hour is by appointment.
Grader: Samuel Poppen
Grader's E-Mail: spop721@tamu.edu

Course Description

Applications of purchasing systems, specifically for the distribution industry; emphasis on supplier relations, strategic purchasing, supplier evaluation, global purchasing techniques, cost analysis, life cycle costing, value analysis, case studies and procurement modeling for manufacturers and distributors.

Course Prerequisites

Grade of C or better in IDIS 340; grade of C or better in IDIS 343 or concurrent enrollment; junior or senior classification in industrial distribution major.

Special Course Designation

None.

Course Learning Outcomes

Upon successful completion of this course, you should be able to:

- ❑ **Examine** and map the most up-to-date supply chain management landscape;
- ❑ **Describe** the role of procurement within SCM;
- ❑ **Describe** the various steps involved in purchasing goods and services;

- ❑ **Analyze** the major factors that suppliers and distributors should consider in determining their distribution strategies;
- ❑ **Create** a project network diagram to analyze and manage purchasing process
- ❑ **Apply** basic quantitative tools for purchasing decisions, supplier selection, and contract negotiation;
- ❑ **Apply** theoretical concepts to real world situations;
- ❑ **Analyze** practical issues and terminologies in purchasing and supply chain management;

Please do not hesitate to reach to me if you have any difficulty during this course; I am committed steering you towards achieving these learning outcomes.

Textbook and/or Resource Materials

Recommended textbook: Purchasing & Supply Chain Management, 7th edition by Robert Monczka, Robert Handfield, Larry Guinipero & James Patterson. Cengage, 2020 (ISBN: 978-0-357-44214-2). A copy of this text book is on reserve at Evans Library.

Additional Recommended Readings:

The Economist, Wall Street Journal, Financial Times, Harvard Business Review, Supply Chain Digest (www.scdigest.com).

I strongly encourage you to continue reading these publications for the rest of your careers and become voracious readers.

Grading Policy

Your class grade will be composed by the following activities:

Grade element	% Weight Distribution
Homework Assignments	5%
Spend Analysis	5%
Term Presentation	10%
In-Class Assignments	20%
Clicker Questions	4%
Exam 1 (Feb 29)	28%
Exam 2 (April 25)	28%

Grade	Points out of 100
A	90-100
B	80-89
C	70-79
D	60-69
F	59 or lower

Each lecture contains multiple Clicker questions (1 point each).

To obtain credit for each question, you must show your work step by step. No point will be given if you only provide the final answer, even if the final answer is correct.

C or above is not guaranteed to any senior students with or without a job offer. Do not ask me to promote your grade just because of “I am a senior student. I want to graduate” or “I have an

internship or a part-time job so I have no time to study”. A certain level of effort is definitely expected for a good grade. Please plan your time wisely and study hard.

Late Work Policy

As a general rule, all missed or late assignment/exams (e.g., submitting a deliverable after the established deadline) will receive zero credit. However, if you miss any homework assignment, exam, or in-class assignment and you have a documented university approved absence, please provide me with the documentation for your excused absence for an accommodation of make-up. Those documents should be provided before the due date, or as soon as possible in case of medical or other emergencies. University rules related to excused and unexcused absences are located on-line at <http://student-rules.tamu.edu/rule07>.

Exams

Exams will cover questions related to lectures, presentations, assignments and any material assigned during the semester. The structure of the exams may contain multiple choice, short answer and/or calculation questions. There will an Exam 1 that covers the first half of the course, and an Exam 2 will cover the second half of the course. There is no final exam for this course. **If you cannot take an exam on a scheduled date for a University approved absence, you should contact me with official documents at least one week before the exam (or as soon as possible in case of medical or other emergencies) in order to get accommodation for a makeup test.** Please visit Student Rule 7 at <http://student-rules.tamu.edu/rule07> for more information on what is considered as a University approved excuse.

All tests are closed notes and closed books. You will be permitted to use *simple calculators* and pencils. However, no computers, smart phones, iPod products or any relevant course material will be allowed during the test.

If you take an exam, then a score you received for the exam will be final and it cannot be changed or replaced. Do not request special treatments/arrangements with a retrospective excuse for a bad score (e.g., “I got a bad score for this quiz because I was sick and didn’t have enough time to study. Can you give me a make-up or count my final with a higher weight?”).

In-Class Assignments

In-class assignments are meant to help you improve your understanding for each lecture. Exercises will be given after each lecture. Students are expected to learn the course materials and apply these methods on these problems. Questions and discussions are welcome. However, every student must submit his/her own work at the end of each lecture. Each in-class assignment will take about 5-10 mins.

Homework Assignments

The nature of the assignment (individual or group) will be specified for each assignment.

The individual homework assignments will be posted with solutions at the same time. All homework should be **hand-written**, neat, and legible. You should scan your homework (or take a photo) and submit it through Canvas online submission link. In case of numerical questions, it is necessary that you discuss/interpret the solutions and its managerial implications. **Homework questions may show up in your exam.** Hence, please study your homework solution carefully while doing your homework for preparation. Homework assignments are graded on the basis of (i) completeness and (ii) whether you verify your answers with solutions and correct your mistakes.

Group assignments: There will be two group assignments throughout the semester that you will need to complete as a group:

- *A spend analysis:* in the middle of the semester;
- *A term presentation:* at the end of the semester, each group will present a related case study in an executive presentation.

You will form groups on Canvas at the beginning of the semester (with a maximum number of **FIVE** students per group). You could form a group by yourself or ask the instructor to randomly form groups for you.

Write the names of all group members that participated in the group assignment and the course section on the top of the first page. Failure to follow these instructions will result in a lower grade. Each group member will be given the same grade for these assignments. However, **teammates will use a peer evaluation form to assess the contribution of each member.** If you do not participate in the preparation of a group assignment, you will not receive a grade for the assignment.

Communication

Please use Canvas Forum to post and discuss questions. You are welcome to drop me emails to discuss your personal concerns and questions. Please start with [IDIS 424] when drafting your **Email Subjects** to get timely response. I always respond emails within 24 hours during Monday-Friday. Thus, if you do not hear from me within this time frame, please check if you send it to the right email address and send me another email to remind. I only have one email address as mentioned in the syllabus.

University Policies

Attendance Policy

The university views class attendance and participation as an individual student responsibility. Students are expected to attend class and to complete all assignments.

Please refer to [Student Rule 7](#) in its entirety for information about excused absences, including definitions, and related documentation and timelines.

Makeup Work Policy

Students will be excused from attending class on the day of a graded activity or when attendance contributes to a student's grade, for the reasons stated in Student Rule 7, or other reason deemed appropriate by the instructor.

Please refer to [Student Rule 7](#) in its entirety for information about makeup work, including definitions, and related documentation and timelines.

Absences related to Title IX of the Education Amendments of 1972 may necessitate a period of more than 30 days for make-up work, and the timeframe for make-up work should be agreed upon by the student and instructor" ([Student Rule 7, Section 7.4.1](#)).

"The instructor is under no obligation to provide an opportunity for the student to make up work missed because of an unexcused absence" ([Student Rule 7, Section 7.4.2](#)).

Students who request an excused absence are expected to uphold the Aggie Honor Code and Student Conduct Code. (See [Student Rule 24](#).)

Academic Integrity Statement and Policy

"An Aggie does not lie, cheat or steal, or tolerate those who do."

"Texas A&M University students are responsible for authenticating all work submitted to an instructor. If asked, students must be able to produce proof that the item submitted is indeed the work of that student. Students must keep appropriate records at all times. The inability to authenticate one's work, should the instructor request it, may be sufficient grounds to initiate an academic misconduct case" ([Section 20.1.2.3, Student Rule 20](#)).

You can learn more about the Aggie Honor System Office Rules and Procedures, academic integrity, and your rights and responsibilities at aggiehonor.tamu.edu.

Americans with Disabilities Act (ADA) Policy

Texas A&M University is committed to providing equitable access to learning opportunities for all students. If you experience barriers to your education due to a disability or think you may have a disability, please contact Disability Resources in the Student Services Building or at (979) 845-1637 or visit disability.tamu.edu. Disabilities may include, but are not limited to attentional, learning, mental health, sensory, physical, or chronic health conditions. All students are encouraged to discuss their disability related needs with Disability Resources and their instructors as soon as possible.

Title IX and Statement on Limits to Confidentiality

Texas A&M University is committed to fostering a learning environment that is safe and productive for all. University policies and federal and state laws prohibit gender-based discrimination and sexual harassment, including sexual assault, sexual exploitation, domestic violence, dating violence, and stalking.

With the exception of some medical and mental health providers, all university employees (including full and part-time faculty, staff, paid graduate assistants, student workers, etc.) are Mandatory Reporters and must report to the Title IX Office if the employee experiences, observes, or becomes aware of an incident that meets the following conditions (see [University Rule 08.01.01.M1](#)):

- The incident is reasonably believed to be discrimination or harassment.
- The incident is alleged to have been committed by or against a person who, at the time of the incident, was (1) a student enrolled at the University or (2) an employee of the University.

Mandatory Reporters must file a report regardless of how the information comes to their attention – including but not limited to face-to-face conversations, a written class assignment or paper, class discussion, email, text, or social media post. Although Mandatory Reporters must file a report, in most instances, you will be able to control how the report is handled, including whether or not to pursue a formal investigation. The University's goal is to make sure you are aware of the range of options available to you and to ensure access to the resources you need.

Students wishing to discuss concerns in a confidential setting are encouraged to make an appointment with [Counseling and Psychological Services](#) (CAPS).

Students can learn more about filing a report, accessing supportive resources, and navigating the Title IX investigation and resolution process on the University's [Title IX webpage](#).

Statement on Mental Health and Wellness

Texas A&M University recognizes that mental health and wellness are critical factors that influence a student's academic success and overall wellbeing. Students are encouraged to engage in healthy self-care by utilizing available resources and services on campus.

Students who need someone to talk to can contact Counseling & Psychological Services (CAPS) or call the TAMU Helpline (979-845-2700) from 4:00 p.m. to 8:00 a.m. weekdays and 24 hours on weekends. 24-hour emergency help is also available through the National Suicide Prevention Hotline (800-273-8255) or at suicidepreventionlifeline.org.

COVID-19

To help protect Aggieland and stop the spread of COVID-19, Texas A&M University urges students to be vaccinated and to wear masks in classrooms and all other academic facilities on campus, including labs. Doing so exemplifies the Aggie Core Values of respect, leadership, integrity, and selfless service by putting community concerns above individual preferences. COVID-19 vaccines and masking —

regardless of vaccination status — have been shown to be safe and effective at reducing spread to others, infection, hospitalization, and death.

ABET: IDIS 424-Purchasing Applications in Distribution

Relation between IDIS 424 Course Objectives and IDIS Program Outcomes

An Industrial Distribution graduate has the following abilities at the time of graduation.

1. *An ability to apply knowledge, techniques, skills and modern tools of mathematics, science, engineering, and technology to solve broadly defined engineering problems.*
2. *An ability to design systems, components, or processes for broadly-defined engineering technology problems appropriate to the discipline.*
3. *An ability to apply written, oral, and graphical communication in both technical and non-technical environments; and an ability to identify and use appropriate technical literature.*
4. *An ability to conduct standard tests and measurements, and to conduct, analyze, and interpret experiments.*
5. *An ability to function effectively as a member of a technical team.*

The following table indicates how this course contributes to the achievement of the overall programmatic educational outcomes. Entries with an “H”, “M”, and “L”, refer to high, medium, and low relevancy, respectively.

Course Objective	IDIS Program Educational Outcome					Assessment Method
	1	2	3	4	5	
Understand the most up-to-date supply chain management landscape (Understand)	H					Case Studies, Exams 1-2
Appreciate the role of procurement within SCM (Understand)	H					Case Studies, Quizzes/In class Exercises
Describe various steps involved in purchasing goods and services (Understand)	M					Exams 1-2
Understand the major factors that suppliers and distributors should consider in determining distribution strategy (Understand)	M					Case Studies, Exams 1-2
Manage the purchasing process as a project (Create)	H				H	Case Studies
Use basic quantitative tools for purchasing decisions, supplier selection, and contract negotiation (Evaluate)	H		H			Case Studies, Exams 1-2, Spend analysis
Apply theoretical concepts to real world situations (Apply)	H		M			Case Studies
Understand practical issues and terminologies in purchasing and supply chain management. (Understand)	M		H		M	Case Studies, Exams 1-2
Experience opportunities to integrate the knowledge and skills acquired through previous	H		H			Case Studies, Group Presentations, Spend analysis

course work and industry internship you might have done during the summer (Apply)						
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Course Tentative Schedule (check Canvas for the updated schedule, subject to change)

Dates

Topics

*Week of
Jan 16*

Class Cancelled by the University (Jan 16)

Ground rules, Course expectations, and Assignment of Groups

*Week of
Jan 22*

Chapter 1-Introduction to Purchasing and Supply Chain Management (Homework 1, In-class Assignment 1)

Chapter 2-Purchasing Operations & Structure (In-class Assignment 2)

(Group Registration and homework 1 due on Jan 30, 11:59pm)

*Week of
Jan 29*

Chapter 4 Supply Integration, Push vs Pull, and Just in Time Supply (In-class Assignment 3)

PAID CAREER FAIR, no class (Feb 1)

*Week of
Feb 5*

Chapter 6-Supply Management & Commodity Strategy Development (In-class Assignment 4)

Total Cost of Ownership (In-class Assignment 5)

*Week of
Feb 12*

Inventory Management – part I (In-class Assignment 6)

Inventory Management – part II (In-class Assignment 7, Homework 2)

(Homework 2 due on Feb 22, 11:59pm)

*Week of
Feb 19*

Quantity Discounts: All-units Discount (In-class Assignment 8, Homework 3)

Quantity Discount: Incremental Discount (In-class Assignment 9, Homework 4)

(Homework 3 due on Feb 27, 11:59pm, and Homework 4 due on Feb 29, 11:59pm)

*Week of
Feb 26*

Exam 1 review (Feb 27)

Attendance of review sessions is not mandatory. However, bonus points may be distributed to students who actively participate review activities.

Exam 1 (Feb 29)

*Week of
Mar 4*

Midterm discussion, Spend Analysis & Group Assignment 1: Spend Analysis

(Spend analysis due on April 4, 11:59pm)

Purchasing Time – Part I (In-class Assignment 10)

*Week of
Mar 11*

Spring Break (no class)

*Week of
Mar 18*

Purchasing Time – Part II (In-class Assignment 11)

Chapter 12-Purchasing and Supply Chain Analysis (In-class Assignment 12, Homework Assignment 5)

(Homework 5 due on March 28, 11:59pm)

*Week of
Mar 25*

Contract Management – Part I

Contract Management – Part II (In-class Assignment 13)

*Week of
Apr 1*

Contract Management – Part III (In-class Assignment 14, Homework Assignment 6)

Chapter 7-Supplier Evaluation and Selection(In-class Assignment 15)

(Homework 6 due on April 9, 11:59pm)

*Week of
Apr 8*

Supplier Quality Management and Development

Global Sourcing (In-class Assignment 16)

*Week of
Apr 15*

Case Study Group Presentations

Case Study Group Presentations

*Week of
Apr 22*

Exam 2 review (**Apr 23**)

Attendance of review sessions is not mandatory. However, bonus points may be distributed to students who actively participate review activities.

Exam 2 (Apr 25)