

King Fahd University of Petroleum and Minerals
KFUPM Business School
Department of Information Systems and Operations
Management

Course Syllabus for OM 531 Strategic Sourcing & Procurement

Second Semester 252– (Academic year 2025-26)

Instructor: **Dr. Muhammad Omair**
Office No.:
Email: mohammad.omair@kfupm.edu.sa
Class Room: **Building 24/178**
Class Hours: **UT 17:20 - 18:35**
Office Hours: **UT 16:15 – 17:15 by appointment**

Textbook:

Purchasing & Supply Chain Management ISBN10: 0-357-44214-8.

Course Description:

This course helps students to understand the strategic nature of purchasing and tackle many problems in business environments. To accomplish the course objectives, the course format will include lectures, case study and articles analyses and class discussions. Lectures will highlight and clarify important material in the text. Students are required to read the assigned materials before and after each class. Case study/articles assignments will be assigned by instructor. In addition, real world experiences will be provided through guest speakers from the local industry.

Course Objective:

- Explain basics of Strategic Sourcing & Procurement.
- Understand the strategic nature of purchasing,
- understand the impact of purchasing and supply chain management on the competitive success and profitability of modern organizations..
- Understand the influence of purchasing on other major functional activities, including product design, information system design, e-commerce, manufacturing planning and control, inventory management, human resource development, financial planning, forecasting, sales, quality management, as well as many other areas

Course Format:

To accomplish the course objectives, the course format will include lectures, case study and articles analyses and class discussions. Lectures will highlight and clarify important material in the text. Students are required to read the assigned materials before and after each class. Case study/articles assignments will be assigned by instructor. In addition, real world experiences might be provided through guest speakers from the local industry.

Class Preparation:

Preparation for each class involves reading the assigned chapter(s), attending classroom lectures, and completing the assigned homework and tasks.

Course Outline:

Week	Topic/Chapter
1	Course introduction
2	Chapter 1: Introduction to Purchasing and Supply Chain Management
3	Chapter 6: Supply Management and Commodity Strategy Development
4	Chapter 7: Supplier Evaluation and Selection
5	Chapter 8: Supplier Quality Management
6	Chapter 9: Supplier Management and Development: Creating a World-Class Supply Base.
7	Chapter 10: Worldwide Sourcing
8	Chapter 11: Strategic Cost Management
9	Chapter 12: Purchasing and Supply Chain Analysis: Tools and Techniques
10	Chapter 13: Negotiation
11	Mid-Term Break
12	Mid-Term Break
13	Chapter 14: Contract Management
14	Chapter 16: Lean Supply Chain Management

15	Chapter 20: Purchasing and Supply Strategy Trends
16	Final Examination
17	Final Examination

Grade Policy

Grades should represent both the understanding of required concepts, and the ability to demonstrate competence in required skills. Grades represent both absolute and relative measures of student achievement in OM 531.

The course will follow standard grading systems as follows:

A+	95 – 100
A	90 - 94.9
B+	85 - 89.9
B	80 - 84.9
C+	75 - 79.9
C	70 - 74.9
D+	65 - 69.9
D	60 – 64.9
F	59.9 and below

There are components of the grade for this class. The distribution of the points for these components is as follows:

Attendance & Participation	10%
Case Study Assignment	15%
Book Summary Assignment	15%
Mid-term Exam	30%
Final Exam	30%

For exams, make-ups will be arranged for students missing the exam ONLY for an excused official reasons. Please send your instructor an e-mail before exam so that the make-up can be arranged.

The questions in the exam will be related to the topics covered in the class lectures, cases and articles. The student should expect all types of questions such as MCQ, T&F, short answers, calculations and essay questions.

Attendance and Participation:

The student is considered to be a responsible adult in a professional business setting. Formal attendance will be taken daily at the start of the lecture. A

student who comes after taking the attendance will be considered late. Each late will reduce the grade by 0.5 point. Each unexcused absence will account for 1 point. Experience has indicated that those students who routinely attend and participate in class activities perform better on the exams in this course.

For participation, it is very important for each student to get engaged in class discussions and raising questions and arguments related to the topics discussed. In certain days we will have article/cases to be discussed where each student is expected to actively participate in such session.

How to study for the course:

- Spend some time on the course every day, whether you have class or not.
- Take good notes in class and review them frequently, comparing them to corresponding material in the text.
- As examples are worked in class, work them also on your own simultaneously.
- Read the chapter in the text prior to it's being covered in class.
- Study and review the examples in the text.
- Do not miss classes, come late or be distracted during the lectures.
- Pay attention and be alert to the topic being discussed.

I reserve the right to add or delete from this schedule and syllabus. Changes may be necessary to accommodate time constraints.