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MKT 5650  
Winter 2002

## **PURCHASING MANAGEMENT**

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Web Page: <http://Blackboard.wayne.edu> (note: do not enter "www")

Office Hours: One hour before class. Wednesday 11AM –1PM, and by Appointment.

Course Goals: To give students an understanding of the supply management function and the skills to embark on a successful career in purchasing management if they choose.

Grading: 2 Exams (35% each), Case Analysis and Report (20%), Class Participation (10%). Grade Assignment is A-93 and up; A- 90-92; B+ 85-89; B 80-84; B- 75-79; C+ 70-74; C 65-69; C- 60-64; D+ 55-59; D 50-54; D- 45-49; F Below 45. Final Grades will be posted on the Black-board Web site.

Exams: Exams will be closed book, in class, short answer and multiple choice.

Case Analysis: You and your team members will be assigned cases to present to the class and lead the class discussion. You will be graded on the quality of your analysis and also on your presentation (e.g. your poise, style, and confidence). (H) indicates hand-out case.

Report: For each Case Analysis, the team should prepare a written report providing a synopsis of the case, the alternative courses of action, and their recommendation with justification. These reports should be at least 200 words, double spaced, Times New Roman font, size 12.

Textbook: Purchasing and Supply Management (6<sup>th</sup> edition) by Donald Dobler and David Burt.

Make up Exam: No make-up exam will be provided unless you provide a written document to my satisfaction attesting to your inability to take the exam.

Withdrawal Students have until class #14 to withdraw. See the Schedule of Classes

Policy: Bulletin for University tuition refund policies.

Readings: Will be distributed as needed.

### TENTATIVE CLASS OUTLINE

#### 1<sup>ST</sup> ASSIGNMENT: REGISTER ON Black-board

Class #	Topic / Reading / Case
1	D&B Ch. 1&2 Intro to Purchasing Weiber Drug Stores: class discussion
2	D&B Ch. 3 Objectives and Policies Sampson Products & Pacific Healthcare: <u>Dr. Butler</u>
3	D&B Ch. 4 Operating Procedures Oakland School District  _____ (student presenters) Office Supplies Hassle
4	Mr. Gaylor Johnson, Executive Director Logistics Management, Detroit Medical Center D&B Chapter 21 Managing for Quality
5	Managing for Quality (continued) Drive Shaft Decision (A)  _____ St. Ann's Hospital (H)
6	Mid-term Exam
7	NAPM Field Trip -- \$10
8	Guest Speakers: Ken Doherty & Joan Gossman, WSU Purchasing Department
9	D&B Ch. 22&23 Quantity and Delivery Crossing the Border  _____ EMAB (A)(H)
10	D&B Ch. 10 Outsourcing and Make or Buy Decisions Donley Brothers  _____ _____ Saucy Foods Limited (H) _____
11	D&B Ch. 11&12 Sources of Supply

	<p>Collier Company I</p> <hr/> <p>Krause Corporation (H)</p> <hr/>
12	<p>D&amp;B Ch. 13 International / Global Sourcing National Machine and Electronics</p> <hr/> <p>Marathon Oil (H)</p> <hr/>
13	<p>D&amp;B Ch. 14 Pricing Principles Hardy Company</p> <hr/> <p>Global Heat Exchangers</p> <hr/>
14	<p>D&amp;B Ch. 27 Developing and Managing the Buying Plan Smith-Jones Electronics:</p> <hr/> <p>St. Mary's Health Center (H)</p> <hr/>
15	Final Exam