**CII – IL FUNCTIONAL EXCELLENCE COURSE COMPONENTS**

**SCM-13: PURCHASING AND STRATEGIC SOURCING**

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| **BLOCK** | **UNIT NOs** | **UNIT TITLE** |  |
| **I** |  | **PURCHASING OPERATIONS AND STRUCTURE** |  |
|  | 1 | The purchasing and supply process |
|  | 2 | Purchasing policy and procedures |
|  | 3 | Supply management integration for competitive advantage |
|  | 4 | Purchasing and supply organization |
| **II** |  | **STRATEGIC SOURCING – I (ANALYSIS)** |  |
|  | 5 | Supply management and commodity strategy development |
|  | 6 | Supplier evaluation and selection |
|  | 7 | Purchasing analysis: Tools and techniques |
| **III** |  | **STRATEGIC SOURCING – II (QUALITY)** |  |
|  | 8 | Supplier quality management |
|  | 9 | Supplier management and development |
| **IV** |  | **STRATEGIC SOURCING – II**  **(PROCESS)** |  |
|  | 10 | Strategic cost management |  |
|  | 11 | Negotiation |
|  | 12 | Contract management |