

# Purchasing

Programme course

6 credits

Inköp

TETS23

Valid from: 2017 Spring semester

**Determined by**

Board of Studies for Industrial  
Engineering and Logistics

**Date determined**

2017-01-25

**Offered for the last time**

Autumn semester 2023

**Replaced by**

TETS58

## Main field of study

Industrial Engineering and Management

## Course level

Second cycle

## Advancement level

A1N

## Course offered for

- Energy-Environment-Management
- Industrial Engineering and Management - International, M Sc in Engineering
- Industrial Engineering and Management, M Sc in Engineering
- Design and Product Development
- Mechanical Engineering, M Sc in Engineering

## Entry requirements

Note: Admission requirements for non-programme students usually also include admission requirements for the programme and threshold requirements for progression within the programme, or corresponding.

## Prerequisites

Basic course in Industrial Economics. Basic logistics is recommended.

## Intended learning outcomes

After having completed the course the student shall:

- Master basic concepts describing a company's purchasing procedures.
- Be well aware of the role of the purchasing function, and its strategic importance for a company.
- Be well aware of how the purchasing function in different ways interacts with other functions in the company.
- Be well aware of different purchasing strategies and be able to apply these in a situation specific context.
- Be aware of the existing differences between public purchasing and purchasing in the private sector.
- Master different methods for assessment and evaluation of suppliers
- Be able to perform a supplier evaluation in a structured manner.
- Be aware of basic negotiation techniques and strategies.
- Be able to perform a total cost analysis within a purchasing context.

## Course content

The course focuses purchasing's strategic importance for a company. Traditional and modern views on purchasing are presented and discussed. The purchasing process, from demand specification to completed delivery, is a major influence during the course. Special attention is given to purchasing strategies, supplier evaluation, and supplier relations. Specific areas like negotiation and public purchasing are also included.

## Teaching and working methods

Lectures, both from academy and the private sector. Exercises, where the students in groups practice application of stuff presented in literature and during lectures. Seminars, where the exercises are presented and discussed.

## Examination

UPG1	Group assignments	2 credits	U, G
TEN1	Written examination	4 credits	U, 3, 4, 5

The results from the different parts of the examination are weighed together to form the grade of the course (U,3,4,5).

## Grades

Four-grade scale, LiU, U, 3, 4, 5

## Department

Institutionen för ekonomisk och industriell utveckling

## Director of Studies or equivalent

Björn Oskarsson

## Examiner

Björn Oskarsson

## Course website and other links

<http://www.iei.liu.se/logistik/tets23>

## Education components

Preliminary scheduled hours: 36 h

Recommended self-study hours: 124 h

## Course literature

### Additional literature

#### Books

Weele, Arjan J. van, (2012) *Inköp och supply chain management : analys, strategi, planering och praktik*  
ISBN: 9789144074276  
Lund : Studentlitteratur, 2012

## Common rules

Regulations (apply to LiU in its entirety)

The university is a government agency whose operations are regulated by legislation and ordinances, which include the Higher Education Act and the Higher Education Ordinance. In addition to legislation and ordinances, operations are subject to several policy documents. The Linköping University rule book collects currently valid decisions of a regulatory nature taken by the university board, the vice-chancellor and faculty/department boards.

LiU's rule book for education at first-cycle and second-cycle levels is available at [http://stydokument.liu.se/Regelsamling/Innehall/Utbildning\\_pa\\_grund-\\_och\\_avancerad\\_niva](http://stydokument.liu.se/Regelsamling/Innehall/Utbildning_pa_grund-_och_avancerad_niva).