

Year

International Trade and Logistics / International Trade and Logistics /						
Course Code	Course Name	Teorical	Practice	Laboratory	Credits	ECTS
UTL412	PURCHASING MANAGEMENT	3.00	0.00	0.00	3.00	5.00
Course Detail						
<b>Course Language</b>	: Turkish					
<b>Qualification Degree</b>	: Bachelor					
<b>Course Type</b>	: Optional					
<b>Preconditions</b>	: Not					
<b>Objectives of the Course</b>	: To have information about purchasing process in terms of legal dimensions, processes; and to teach required purchasing systems that companies need to realize operational processes efficiently					
<b>Course Contents</b>	: Purchasing operations Purchasing agreements and required factors on agreements Basic knowledge on purchasing contracts Analyzing problems that may occur on contracts Legal and practical information					
<b>Recommended or Required Reading</b>	: Satın Alma ve Tedarik Zinciri Yönetimi, 2018, M. ERDAL Satın Alma Yönetimi: Teorik Bir Çalışma, 2014, C. M. KOÇOĞLU, M. AVCI Satın Alma Yönetimi Ve Yurt Dışında Faaliyet Gösteren Bir İnşaat Firmasında Uygulanması, 2002, A. A. EMİROĞLU					
<b>Planned Learning Activities and Teaching Methods</b>	: Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method					
<b>Recommended Optional Programme Components</b>	: Pre-class reading exercise					
<b>Course Instructors</b>	: Öğr. Gör. Sıddık Ünal					
<b>Instructor's Assistants</b>	: No helper					
<b>Presentation Of Course</b>	: Face to face					
<b>Update Date</b>	:					
<b>Dosya İndirilme Tarihi</b>	: 2/9/2026					

Course Outcomes	
<b>Upon the completion of this course a student :</b>	
1	Know the purchasing process
2	Know the basic factors that should be in purchasing contracts
3	Knows basic knowledge about purchasing contracts and create solutions to problems

Pre / Side Conditions							
Course Code	Course Name	Condition	Teorical	Practice	Laboratory	Credits	ECTS

Weekly Contents						
	Teorical	Practice	Laboratory	Preparation Info	Teaching Methods	Course Learning Outcomes
1.Week	*Historical development of procurement and supply chain			*Historical development of procurement and supply chain management Erdal, M, (2018) Purchasing and Supply Chain Management S:2-6	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
2.Week	*Basic Concepts			*Basic definitions and concepts Erdal, M, (2018) Purchasing and Supply Chain Management S:6-12	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
3.Week	*Products and services in procurement operations Key stages of the procurement process			*Products and services in procurement operations Key stages of the procurement process Erdal, M, (2018) Purchasing and Supply Chain Management S:12-66	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
4.Week	*Development of the purchasing function Types of purchasing decisions			*Development of the purchasing function Types of purchasing decisions Erdal, M, (2018) Purchasing and Supply Chain Management S:75-80	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
5.Week	*Purchasing department and its place in the organization			*Purchasing department and its place in the organization Erdal, M, (2018) Purchasing and Supply Chain Management S:82-90	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
6.Week	*Characteristics of a purchasing manager			*Characteristics of a purchasing manager Erdal, M, (2018) Purchasing and Supply Chain Management S:92-100	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
7.Week	*Purchasing organization Domestic and international procurement Centralized and on-site (discrete) procurement			*Purchasing organization Domestic and international procurement Centralized and on-site (discrete) procurement Erdal, M, (2018) Purchasing and Supply Chain Management S:103-118	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
8.Week	*Midterm Exam					
9.Week	*Types of risks and uncertainties in procurement management Procurement portfolio analysis			*Types of risks and uncertainties in procurement management Procurement portfolio analysis Erdal, M, (2018) Purchasing and Supply Chain Management S:119-135	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
10.Week	*Prioritized procurement practices Determination of purchasing department targets Procurement audit			*Prioritized procurement practices Determination of purchasing department targets Procurement audit Erdal, M, (2018) Purchasing and Supply Chain Management S:135-153	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
11.Week	*Negotiation in procurement management Purchasing bargaining environment			*Negotiation in procurement management Purchasing bargaining environment Erdal, M, (2018) Purchasing and Supply Chain Management S:153-160	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
12.Week	*Basic bargaining approaches Negotiation stages			*Basic bargaining approaches Negotiation stages Erdal, M, (2018) Purchasing and Supply Chain Management S:160-175	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
13.Week	*Negotiation tactics			*Negotiation tactics Erdal, M, (2018) Purchasing and Supply Chain Management S:175-181	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
14.Week	*The concept and types of contract Contract management			*The concept and types of contract Contract management Erdal, M, (2018) Purchasing and Supply Chain Management S:181-202	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	
15.Week	*Key elements of procurement contracts Problems in contract management and interpretation of contracts			*Key elements of procurement contracts Problems in contract management and interpretation of contracts Erdal, M, (2018) Purchasing and Supply Chain Management S:202-224	*Discussion Method, Case Study Method, Question and Answer Technique, Brainstorming Technique, Lecture Method	

Assesment Methods %
1 Ara Sınav : 40.000
3 Final : 60.000

ECTS Workload			
Activities	Count	Time(Hour)	Sum of Workload
Vize	1	1.00	1.00
Ders Öncesi Bireysel Çalışma	13	3.00	39.00
Derse Katılım	15	3.00	45.00
Final	1	1.00	1.00
Ara Sınav Hazırlık	7	3.00	21.00
Ders Sonrası Bireysel Çalışma	11	2.00	22.00
Final Sınavı Hazırlık	7	3.00	21.00
			Total : 150.00
			Sum of Workload / 30 ( Hour ) : 5
			ECTS : 5.00

Program And OutcomeRelation															
	P.O.1	P.O.2	P.O.3	P.O.4	P.O.5	P.O.6	P.O.7	P.O.8	P.O.9	P.O.10	P.O.11	P.O.12	P.O.13	P.O.14	P.O.15
	P.O. 1	P.O. 2	P.O. 3	P.O. 4	P.O. 5	P.O. 6	P.O. 7	P.O. 8	P.O. 9	P.O. 10	P.O. 11	P.O. 12	P.O. 13	P.O. 14	P.O. 15
L.O. 1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L.O. 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L.O. 3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Avarage	0.67	0	0.67	0.33	0	0	0	0.33	0.33	0	0	0.67	0	0	0.33

Ders/Program Çıktıları İlişkisi															
P.O. 1	P.O. 2	P.O. 3	P.O. 4	P.O. 5	P.O. 6	P.O. 7	P.O. 8	P.O. 9	P.O. 10	P.O. 11	P.O. 12	P.O. 13	P.O. 14	P.O. 15	
2	0	2	1	0	0	0	1	1	0	0	2	0	0	1	

BEWARE OF PLAGIARISM! Please pay attention to proper academic citation rules and avoid plagiarism, an unethical and academically fraudulent behavior, when completing reports, assignments, or other academic works, and it is treated with the same disciplinary action as cheating in a classroom setting. It is imperative to refrain from presenting another person's ideas, language, expressions, or any other form of intellectual property as your own. Regardless of quality, your assignments/projects/research should reflect your original work. Perfection is not a requirement, and in case of any uncertainties regarding academic writing guidelines, you may seek clarification from your course instructor.

Engel Durumu/Uyarılama Talebi : Engel durumuna ilişkin herhangi bir uyarılama talebinde bulunmak isteyen öğrenciler, dersin öğretim elemanı ya da Nevşehir Engelli Öğrenci Birimi ile en kısa sürede iletişime geçmelidir.