

University of North Texas
College of Business Administration
Department of Marketing, Logistics, & Operations Management
OPSM 4810-002 - PURCHASING AND MATERIALS MANAGEMENT

Semester: Fall 2019

Class Time: TH 6:30 p.m. – 9:20 p.m.

Classroom: BLB 270

Office Phone: 469-964-9753

Instructor: Clint Purtell

E-mail: Clinton.purtell@unt.edu

Office: BLB 313A or by appointment

Conference Hours:

TH 5:00 p.m. – 6:15 p.m.

and by appointment (www.doodle.com/cpurtell)

Course Description: Every organization in both the public and private sector is in varying degrees dependent on materials and services supplied by other organizations. No organization is self-sufficient. Purchasing and supply management is, therefore, one of the key business processes in every organization. This course is designed to provide an introduction to the field of purchasing and supply management. It covers topics such as how supply is organized within organizations, the standard acquisition process, purchasing-related information systems, cost management tools, negotiation strategies, supplier selection, metrics, purchasing capital goods, purchasing services, outsourcing, buyer-supplier relationships, and purchasing strategies.

Course Objectives: The main goal of the course is to provide students in business administration and other relevant disciplines an in-depth understanding of the key activities involved in buying and utilizing materials as well as their impact on an organization's performance. The secondary objective is to develop the students' skills in communication, teamwork, and critical thinking through classroom discussions and group projects.

Teaching Methodology: The material is primarily presented in a case-based discussion format with dialogue encouraged on the issues. Student preparation of assigned readings and homework prior to class is essential for full participation, comprehension and participation. Active preparation prior to class and participation during class is critical for success.

Required Textbook: Johnson, P. F., & Flynn, A. E., *Purchasing and Supply Management* (15th ed.), McGraw-Hill, 2015. ISBN: 978-0-07-802409-2

Supplemental Materials: Class case studies and relevant articles will be posted throughout the semester. It is HIGHLY RECOMMENDED THAT YOU BRING A LAPTOP TO EACH CLASS.

Course Grading:

Individual Readiness Assessment Tests	10%
Attendance/Participation	10%
Midterm Exam	15%
Final Exam	15%
Team Readiness Assessment Tests	10%
Team Case Analysis	30%
Team Member Evaluation	10%

*******OPTIONAL EXTRA CREDIT:** Since we only have one day each week to interact, I would like the opportunity to meet you 1:1 and learn more about your background and interests. Your success as a student and future professional/UNT alumni is of the utmost importance. Professor Purtell has an open door policy, is always available for questions, and is available to help. Students have a chance to earn an additional 2.5% improvement in your overall grade by scheduling a 1:1 with the professor (and attending, as scheduled) either in person during office hours or over the phone/Facetime/Zoom/Skype. Discussions can include classwork, questions about the supply chain function, or other topics of importance to you. To schedule an appointment, go to www.doodle.com/cpurtell. Typical appointments average 30 minutes or less. Feel free to propose the method of conversation if not scheduling meetings during UNT office hours (1.5 hours prior to class).*****

Readiness Assessment Tests

In team-based learning, the basic mechanism to ensure that students are exposed to course content is the Readiness Assurance Process. The Readiness Assurance Process has five major components as follows:

1. Reading Assignment – Complete the assigned readings and come to class prepared to take a test covering the conceptual material (not the quantitative material) you have just read.
2. Individual Tests – The Readiness Assessment Test (RAT) will be given at the beginning of class and will typically consist of short true-false or multiple-choice questions. RATs are closed book tests. There will be no make-up RATs. However, you will be allowed to drop your lowest two individual RAT scores. If you are caught cheating on these individual tests, you will receive a failing grade for the class, so be sure to keep your eyes on your own test.
3. Team Tests – When students have finished taking the individual RAT, they turn in their answers and immediately proceed to retake the same test, but this time as a team. Team RATs are also closed book tests. The discussion required to choose a team answer both serves as an excellent review of the readings and provides the opportunity for peer teaching. The team tests are completed and scored using IF-AT answer sheets which provide concrete and immediate feedback on both individual and team scores. At this point, the instructor (or a group member) also posts their team scores on the board; however, individual scores remain anonymous. Public posting of the team scores allows

- students to monitor their performance by making comparisons between their scores and those of their peers.
4. Appeals Process – This phase of the process gives students the opportunity to refer to their assigned reading material to appeal any questions that were missed on the team test. The students must produce compelling evidence (in writing) to convince the instructor to award credit for the answers they missed on the team test.
 5. Instructor Feedback – This feedback comes after the appeals process and allows the instructor to clear up any confusion students may have about any of the concepts presented in the readings.

Team Assignments:

Team 1:

Jiangwen Chen
Jordan Derryberry
Nathan Pridemore

Team 2:

Dipali Dave
Edward Evans
John Regan
Nathan Stephens

Attendance/Participation

Class meetings are primarily lecture, group discussion, and case-related projects. An upper-level undergraduate course should be a forum where ideas are freely exchanged. The course material will be augmented for certain lessons with handouts and videos which will be discussed in class and which are considered testable material.

I hold you responsible for all material covered during class, including changes to the syllabus, course schedule, and course materials. I will not supplement missed lecture material. If you must miss a class, you need to make the necessary arrangements to obtain any missed material or lecture notes from other students in the class. **I recommend you establish a “backup” or study group to supplement your notes or to obtain missed material.**

Class attendance is mandatory; and I will call on students and teams by name to answer questions, discuss assignments, and to comment on key concepts. Missing these opportunities may result in a reduction in your final grade (see class participation under Grading). Class participation and attendance cannot be made up without a valid medical excuse, an absence approved by the Dean of Students, or bona fide family emergency.

What do I mean by participation?

- Attending class on a regular basis (Students will receive a 10 percent reduction in participation points for every unexcused absence)
- Raising and answering questions
- Reading the assigned material prior to class
- Sharing ideas, observations, and personal experiences
- Pointing out relevant data
- Generating potential solutions

- Relating to and synthesizing the ideas of others
- Pointing out relationships to earlier discussions
- Helping others develop their views and ideas
- Being active in discussions, whether you agree, disagree, or need to clarify what is being discussed.
- Not distracting others who are trying to listen or learn

Class participation will affect the case grades and your final grade. Points will be based on preparation for class, quality of class input, organization, and conciseness. If you do not actively participate, you will not receive any points for this grading element. Please get involved, share your experiences and ideas, and ask questions of the instructor and your classmates. Remember, if you don't understand, it's likely that others don't either.

Exams

The midterm exam will be given during the class session indicated. Exams are cumulative in nature. The final exam is comprehensive and will be scheduled by the registrar during finals week. The exams will be case-based and comprised of short answer or essay questions. No make-up exams will be given for unexcused absences.

Team Case Analysis

Teams will be asked to present their analysis of the cases as part of in-class exercises/discussions, case write-ups, and through video presentations. In all of these instances, the team's role will be to present the facts of the case, identify the major issues and problems, generate and evaluate alternative solutions, recommend and justify a solution, and suggest an implementation strategy where appropriate. Everyone in the class should print, read and analyze each case. It is recommended that every person in each team take an active role in their team's case analysis; otherwise, each team may organize as it desires to maximize its effectiveness. Be sure to bring your copies of cases and notes to class each week.

Team Member Evaluation

Much like the business world where organizations no longer compete against other organizations, but supply chains compete against supply chains, the assignments associated with this class are mainly team-based. However, organizations routinely evaluate members of their supply chains and weed out those who are not adding value or those who are adding too much cost. Therefore, to introduce some element of individual responsibility, at the end of the class, team members will have the opportunity to evaluate their peers. These scores will then be used to calculate this portion of the individual student's grade.

Final grades will be distributed according to the following cutoffs. The student will be awarded at least the indicated letter grade if he/she achieves the cutoff percent or higher on all coursework.

Percent	Grade
90.00% of above	A
80.00% - 89.99%	B
70.00% - 79.99%	C
60.00% - 69.99%	D
59.99% of below	F

ANTICIPATED COURSE SCHEDULE*

WEEK	DAY	TOPIC	READING	DUE
1	29 Aug	Syllabus and Expectations Characteristics of SCM		
		Establishment of Teams Case Process Practice Case		
2	5 Sep	Purchasing and Supply Management Profit Leverage Effect Supply Chain Mapping	Ch 1	Cottrill Inc. (BB)
		Supply Strategy	Ch 2	Duchess Univ. (BB)
3	12 Sep	Supply Organization	Ch 3	Southeastern Univ. (BB)
		Supply Processes and Technology Process Mapping IT vs. IS RFID	Ch 4	Deere & Co. (BB)

4	19 Sep	Make or Buy, Insourcing, and Outsourcing Core Competency	Ch 5	Alicia Wong (5-3)
		Need Identification and Specification	Ch 6	Carson Manor (6-3)
5	26 Sep	Quality Goods vs. Services	Ch 7	Caledon Concrete (7-2)
		Quantity	Ch 8	Case 8-2: Throsel-Teskey Drilling
6	3 Oct	Quantity/Inventory and Delivery	Ch 9	In Class Exercise (Posted and Handout) Case 9-2: Russel Wisselink
		Midterm Test Discussion/Reviews		
		Mid-Term Exam		Online
7	10 Oct	Price Learning Curves Price Forecasting	Ch 10	Price Forecasting (10-3) Coral Drugs (10-2)
		Cost Management	Ch 11	Deere Cost (11-1)
8	17 Oct	Negotiation: Purpose, Reasons, Contracts, Discussion and Exercise		Negotiation Case 1

		Midterm Test Discussion/Reviews		
9	24 Oct	Negotiation 2: Discussions and Exercise		Negotiation Case 2
		Mid-Term Exam		Online
10	31 Oct	Supplier Selection	Ch 12	Loren Inc. (12-1)
		Metrics Exercise Forecasting Briefs		
11	7 Nov	Supplier Evaluation and Supplier Relations	Ch 13	Plastic Cable Clips (12-3)
		Simplification		
12	14 Nov	Legal and Ethics	Ch 15	Casson (BB)
13	21 Nov	Other Supply Responsibilities	Ch 16	TriCity (BB)
14	28 Nov	Thanksgiving/No class!	Ch 17	NO CLASS
15	5 Dec	Supply Function Evaluations and Trends	Ch 17	Ross Wood (16-1)
		Collaboration in Buyer/Supplier Relationships Final Exam Review		
16	Week of Dec 7	Final Exam		Online

****Note: The schedule may change at the discretion of the professor based on pace of the class, current events, weather or other conflicts.***

BLACKBOARD ONLINE LEARNING

Management of this course will be through the BLACKBOARD Learn which can be accessed at: <https://learn.unt.edu/>

ANNOUNCEMENTS

Announcements will be made when needed during the term using the ANNOUNCEMENTS tool. Be diligent and check it every day or you may miss something important. Only the instructor can post announcements.

ASSIGNMENTS

Assignments are posted using the CONTENT/ASSIGNMENTS tool. It is easy to use and make sure you check it daily for any new assignment. Assignments will be posted approximately 1 week before due. Deadlines are in place and clearly stated in the instructions, which prohibit submitting an assignment late. Late submittals are not accepted and students are responsible for any technical difficulties. Student submittals will be posted to BLACKBOARD by the due date and time using the ATTACH FILE option.

COURSE CONTENT

The COURSE CONTENT home page provides access to all lessons and supporting material posted on BLACKBOARD. Types of files include Excel, PowerPoint, PDF, and Word among others. If it appears that a file does not look right, be sure and download that file to your computer and open it in the correct software. Some files automatically download to your computer when you access them. Be sure and view them in the correct software to avoid alignment problems. Students are responsible for printing any documents you choose for class support such as PowerPoint documents, and assigned articles, homework and class case studies. All documents will be posted 1 week prior to class and will not be distributed in class.

BLACKBOARD EMAIL

Please use my UNT email address listed at the top of the syllabus for all communication. Do Not Use the BLACKBOARD email tool for communication since I do not receive any notifications that messages are waiting for me in BLACKBOARD. Keep your messages clear, courteous, and short.

MY GRADES

The MY GRADES tool is used to report your grades. It is located on the left of your homepage list of tools. You will be informed when a grade is released using this tool. Final grades are reported using this tool in advance of UNT release of grades. MY GRADES is not the official gradebook as maintained by the professor.

IMPORTANT UNIVERSITY POLICIES

ACADEMIC INTEGRITY STANDARDS AND SANCTIONS FOR VIOLATIONS

According to UNT Policy 06.003, Student Academic Integrity, academic dishonesty occurs when students engage in behaviors including, but not limited to cheating, fabrication, facilitating academic dishonesty, forgery, plagiarism, and sabotage. A finding of academic dishonesty may result in a range of academic penalties or sanctions ranging from admonition to expulsion from the University.

Cheating, plagiarism, or other inappropriate assistance on examinations will be treated with **zero tolerance** and will result in a grade of “F” for the course. The work should be solely your effort with ABSOLUTELY NO outside help or assistance. When working on exams, you must not discuss the exam with anyone (other faculty, other teams, or other students) unless specifically approved by the instructor. Students must be familiar with and adhere to the University’s Academic Integrity policies.

Copying or using material from assignments previously submitted by other students (at UNT or other learning institutions) or downloaded from the Internet is plagiarism. If you quote material, you must cite your sources. **Large scale “cutting and pasting” from other sources, even if properly footnoted does not meet the criterion of submitting your own work and will result in a failing grade for the course.**

ACCEPTABLE STUDENT BEHAVIOR

Student behavior that interferes with an instructor’s ability to conduct a class or other students' opportunity to learn is unacceptable and disruptive and will not be tolerated in any instructional forum at UNT. Students engaging in unacceptable behavior will be directed to leave the classroom and the instructor may refer the student to the Dean of Students to consider whether the student's conduct violated the Code of Student Conduct. The University's expectations for student conduct apply to all instructional forums, including University and electronic classroom, labs, discussion groups, field trips, etc. The Code of Student Conduct can be found at deanofstudents.unt.edu/conduct.

TECHNICAL REQUIREMENTS/ASSISTANCE

UIT Help Desk: <http://www.unt.edu/helpdesk/index.htm>

The University of North Texas provides student technical support in the use of Blackboard and supported resources. The student help desk may be reached at:

Email: helpdesk@unt.edu

Phone: 940.565-2324

In Person: Sage Hall, Room 130

Hours are:

- Monday-Thursday 8am-midnight
- Friday 8am-8pm
- Saturday 9am-5p
- Sunday 8am-midnight

- Blackboard technical requirements: <https://clear.unt.edu/supported-technologies/blackboard/blackboard-technical-requirements>
- Other related hardware or software necessary for the course: such as headset/microphone for synchronous chats, word processor, etc.
- Canvas technical requirements: <https://clear.unt.edu/supported-technologies/canvas/requirements>
- Other related hardware or software necessary for the course: such as headset/microphone for synchronous chats, word processor, etc.

ACCESS TO INFORMATION – EAGLE CONNECT

Students' access point for business and academic services at UNT is located at: my.unt.edu. All official communication from the University will be delivered to your Eagle Connect account. For more information, please visit the website that explains Eagle Connect and how to forward e-mail: eagleconnect.unt.edu/

ADA STATEMENT

UNT makes reasonable academic accommodation for students with disabilities. Students seeking accommodation must first register with the Office of Disability Accommodation (ODA) to verify their eligibility. If a disability is verified, the ODA will provide a student with an accommodation letter to be delivered to faculty to begin a private discussion regarding one's specific course needs. Students may request accommodations at any time, however, ODA notices of accommodation should be provided as early as possible in the semester to avoid any delay in implementation. Note that students must obtain a new letter of accommodation for every semester and must meet with each faculty member prior to implementation in each class. For additional information see the ODA website at disability.unt.edu

EMERGENCY NOTIFICATION & PROCEDURES

UNT uses a system called Eagle Alert to quickly notify students with critical information in the event of an emergency (i.e., severe weather, campus closing, and health and public safety emergencies like chemical spills, fires, or violence). In the event of a university closure, please refer to Blackboard for contingency plans for covering course materials.

Emergency Evacuation Procedures for Business Leadership Building:

Severe Weather - In the event of severe weather, all building occupants should immediately seek shelter in the designated shelter-in-place area in the building. If unable to safely move to the designated shelter-in-place area, seek shelter in a windowless interior room or hallway on the lowest floor of the building. All building occupants should take shelter in rooms 055, 077, 090, and the restrooms on the basement level. In rooms 170, 155, and the restrooms on the first floor.

Bomb Threat/Fire - In the event of a bomb threat or fire in the building, all building occupants should immediately evacuate the building using the nearest exit. Once outside, proceed to the designated assembly area. If unable to safely move to the designated assembly area, contact on or

more members of your department or unit to let them know you are safe and inform them of your whereabouts. Persons with mobility impairments who are unable to safely exit the building should move to a designated area of refuge and await assistance from emergency responders. All building occupants should immediately evacuate the building and proceed to the south side of Crumley Hall in the grassy area, west of parking lot 24.

RETENTION OF STUDENT RECORDS

Student records pertaining to this course are maintained in a secure location by the instructor of record. All records such as exams, answer sheets (with keys), and written papers submitted during the duration of the course are kept for at least one calendar year after course completion. Course work completed via the Blackboard online system, including grading information and comments, is also stored in a safe electronic environment for one year. Students have the right to view their individual record; however, information about students' records will not be divulged to other individuals without proper written consent. Students are encouraged to review the Public Information Policy and the Family Educational Rights and Privacy Act (FERPA) laws and the University's policy.

GRADE APPEALS, WITHDRAWALS, & INCOMPLETES

Please refer to the UNT Graduate Catalog for policies governing these actions. If you have any questions, please contact me for clarification. Please note: I only use an incomplete for extraordinary circumstances. An incomplete grade will not be used simply to provide more time to complete the course requirements.

COURSE EVALUTION: Student Evaluation Administration Dates

Student feedback is important and an essential part of participation in this course. The student evaluation of instruction is a requirement for all organized classes at UNT. The survey will be made available during weeks 13, 14 and 15 of the long semesters to provide students with an opportunity to evaluate how this course is taught. Students will receive an email from "UNT SPOT Course Evaluations via IASystem Notification" (no-reply@iasystem.org) with the survey link. Students should look for the email in their UNT email inbox. Simply click on the link and complete the survey. Once students complete the survey they will receive a confirmation email that the survey has been submitted. For additional information, please visit the SPOT website at <http://spot.unt.edu/> or email spot@unt.edu.

Sexual Assault Prevention

UNT is committed to providing a safe learning environment free of all forms of sexual misconduct, including sexual harassment sexual assault, domestic violence, dating violence, and stalking. Federal laws (Title IX and the Violence Against Women Act) and UNT policies prohibit discrimination on the basis of sex, and therefore prohibit sexual misconduct. If you or someone you know is experiencing sexual harassment, relationship violence, stalking, and/or sexual assault, there are campus resources available to provide support and assistance. UNT's Survivor Advocates can assist a student who has been impacted by violence by filing protective orders, completing crime victim's compensation applications, contacting professors for absences related to an assault, working with housing to facilitate a room change where appropriate, and connecting students to other resources available both on and off campus. The Survivor Advocates can be reached at SurvivorAdvocate@unt.edu or by calling the Dean

of Students Office at 940-565- 2648. Additionally, alleged sexual misconduct can be non-confidentially reported to the Title IX Coordinator at oeo@unt.edu or at (940) 565 2759.

Student Academic Support Services

- [Code of Student Conduct](#): provides Code of Student Conduct along with other useful links
- [Office of Disability Access](#): exists to prevent discrimination based on disability and to help students reach a higher level of independence
- [Counseling and Testing Services](#): provides counseling services to the UNT community, as well as testing services; such as admissions testing, computer-based testing, career testing, and other tests
- [UNT Libraries](#)
- [UNT Learning Center](#): provides a variety of services, including tutoring, to enhance the student academic experience
- [UNT Writing Center](#): offers free writing tutoring to all UNT students, undergraduate and graduate, including online tutoring
- [Succeed at UNT](#): information regarding how to be a successful student at UNT