Department: 09 Engineering and Management

Course title: Advanced Negotiation Concepts in Procurement

Hours per week (SWS): 3

Number of ECTS credits: 3

Course objective: The aim of this module is to provide students with an understanding of advanced negotiation concepts and methods in strategic procurement. Topics include best-in-class procurement, game theory, negotiation design, supplier comparison factor, advanced contract negotiation, and IT support.

Prerequisites: Basics in strategic and operational procurement


Teaching methods: The module is delivered to an international, intercultural and interdisciplinary audience. The teaching approach includes interactive, experiential and indirect instruction. It will include:

- Lectures
- Group discussion and reflection
- Behavior modeling and observation
- Role play
- Case studies
- Activity based learning experiences

No Distance Learning Mode (DL) available but support by:
- podcasts
- moodle

Assessment methods: The module is assessed by …

- Standardized questionnaire after 4 weeks.
- Standardized questionnaire at the end of the course.

Language of instruction: English

Name of lecturer: Dr. Regina Scott

Email: riscott@purdue.edu

Link

Course content: Advanced negotiation concepts (ANC) are a critical piece of a successful procurement strategy. In this course we will investigate the following topics:

- Best practices in nowadays procurement
- Negotiation basics and game theory
- Advanced negotiation methods and tools
- Selection of suitable material fields for ANC
- Prerequisites for advanced negotiations
- IT support
- Performance monitoring

Remarks: -