

## NIVEAU « MASTER 1 »

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**MENTION : MANAGEMENT & COMMERCE INTERNATIONAL**

**PARCOURS : STRATEGIES & MANAGEMENT INTERNATIONAL**

### **INTERNATIONAL PURCHASES**

#### **TEACHER:**

Name:	KRIVOKAPA
First Name:	Alain
E-Mail :	<a href="mailto:alain.krivokapa@unice.fr">alain.krivokapa@unice.fr</a>

#### **TEACHING OBJECTIVES:**

During this course, we will present how the purchases have grown until becoming of the utmost importance in all the modern enterprises. The course offers an insight in all inner processes of the international procurement. We will learn what is what we call the SUPPLY CHAIN, what is its place and function within all the organisations, what are the reasons of its evolution through the time, and finally how the procurement can be the driving force in integrating the corporate social and environmental responsibility and sustainability concerns.

#### **PREREQUISITE:**

None.

## PLAN:

### **1 – Procurement function as the crucial component of the corporate performance**

- 1 – Purchases typology
- 2 – Strategic issues of the procurement function
- 3 – Procurement function within the corporate framework
- 4 – Certifications in the buyer-supplier relationships context

### **2 – Procurement internationalization and procurement sourcing**

- 1 – Procurement internationalization as the economic rationale
- 2 – Information sources : sourcing and e-sourcing
- 3 – Marketplaces and online auctions

### **3 – Advanced acquisition process**

- 1 – Identifying the need
- 2 – Preparing requirements specifications
- 3 – Suppliers selection process and negotiating the terms
- 4 – Formalizing the agreement : the purchase contract

### **4 – Supply chain management**

- 1 – Monitoring tools
- 2 – Key purposes of the monitoring
- 3 – The real cost price in the international purchase
- 4 – Evaluating the performance

### **5 – Sustainability and corporate social & environmental responsibility in the international purchases**

Case studies

## BIBLIOGRAPHIC ELEMENTS:

BRUEL Olivier, MENAGE Pascal, *Politique d'achat et gestion des approvisionnements*, 4ème édition – *Enjeux, problématiques : Enjeux, problématiques, organisation, changement*, Dunod 2014.

FEL Fabienne, « Maturité des démarches RSE et achats durables », *Revue Sciences de Gestion*, 2011.

PERROTIN Roger, *Le manuel des achats*, Eyrolles 2007.

PETIT Philippe, *Toute la fonction Achats*, Dunod 3ème édition, 2016.