# 《现代采购管理（英语）》本科课程教学大纲

## 一、课程基本信息

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|---|---|---|---|---|---|
| 课程名称 | 现代采购管理（英语）<br>Modern Purchasing Management (English Course) | | | | |
| 课程代码 | 1060182 | | 课程学分 | | 2 |
| 课程学时 | 32 | | 理论学时 | 32 | 实践学时 | 0 |
| 开课学院 | Business School | | 适用专业与年级 | | Logistics Management, Third Year |
| 课程类别与性质 | Optional Major Courses | | 考核方式 | | Assessment |
| 选用教材 | Purchasing and Supply Chain Management，Robert M. Monczka, Robert B. Handfield, Larry C. Giunipero, James L. Patterson, ISBN 9787302571148, published by Tsinghua University Press, January 2021, Sixth Edition | | 是否为马工程教材 | | No |
| 先修课程 | Logistics 2060422 (3); Transportation 2060176 (2); Microeconomics 2060152 (3); Macroeconomics 2060070 (3) | | | | |
| 课程简介 | This course introduces students to the fundamental principles and practices of modern purchasing and supply chain management. Designed for third-year Logistics Management majors, the course provides an in-depth exploration of procurement processes, supplier relationship management, and the role of purchasing in achieving organizational goals. Students will develop the analytical and strategic skills required to manage procurement operations effectively within a global context.<br>Key topics include procurement segmentation strategy, supplier evaluation, spend analysis, sustainable procurement practices, and e-procurement. The course emphasizes collaboration and inter-organizational relationships, equipping students to address real-world challenges such as cost reduction, performance improvement, and compliance.<br>Delivered bilingually in English and Chinese, this course integrates theoretical learning with practical insights from industry practices. Students will engage in group assessments and presentations to apply their knowledge to contemporary issues, such as the impact of sustainable procurement on achieving carbon neutrality goals.<br>By the end of the course, students will possess a comprehensive understanding of modern purchasing management and the ability to | | | | |

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| | implement effective strategies in dynamic business environments. |
| 选课建议与学习要求 | **Course Selection Advice:**<br>This course is designed for third-year Logistics Management students and is mandatory for the program. It is ideal for students interested in understanding procurement processes, supplier management, and sustainable practices in supply chains. Basic knowledge of supply chain management is helpful for this course.<br>**Learning Requirements:**<br>1. **Class Participation:** Attend all classes and actively join discussions and group activities.<br>2. **Preparation:** Complete required readings and prepare for lectures by reviewing relevant materials.<br>3. **Assessments:** Submit assignments and presentations on time, ensuring equal participation in group work.<br>4. **Critical Thinking:** Apply concepts to real-world cases and use examples to support your analysis.<br>5. **Language Skills:** Be ready to work in English and Chinese, as this is a bilingual course.<br>6. **Professionalism:** Maintain academic integrity and a professional attitude in all tasks. |

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|---|---|---|---|
| 大纲编写人 | （签名） | 制/修订时间 | Feb 15th , 2025 |
| 专业负责人 | （签名） | 审定时间 | Feb 16th , 2025 |
| 学院负责人 | （签名） | 批准时间 | Feb 16th , 2025 |

## 二、课程目标与毕业要求

### （一）课程目标

| 类型 | 序号 | 内容 |
|---|---|---|
| 知识目标 | 1 | Modern Procurement Theory: Understand modern procurement processes, strategies, and best practices, including supplier selection, contract management, cost control, and quality assurance. |
| | 2 | Global Supply Chain and International Trade Basics: Grasp the workings of global supply chains and the fundamentals of international trade, adapting to an international procurement environment. |
| 技能目标 | 3 | Practical Procurement Skills: Develop skills in actual procurement management, such as supplier assessment, contract negotiation, inventory control, and risk management. |
| | 4 | Bilingual Communication Ability: Enhance the capability to communicate effectively in two languages within a procurement context, including the use of professional terminology and cross-cultural communication skills. |
| 素养目标（含课程思政目标） | 5 | Professional Ethics and Social Responsibility: Cultivate high standards of professional ethics, including integrity, responsibility, legal compliance, and the ability to consider social and environmental impacts in procurement activities. |
| | 6 | International Perspective and Cross-cultural Adaptability: Develop an international outlook and understanding of business practices in different cultural contexts, enabling effective work in multicultural environments. |

### （二）课程支撑的毕业要求

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|---|
| LO1 Moral Cultivation: Uphold the leadership of the Communist Party of China, firmly hold onto ideal beliefs, consciously nurture and actively promote the core socialist values, enhance political identity, foster patriotism, abide by laws and regulations, inherit the spirit of Lei Feng, and practice the motto "Gratitude, Giving Back, Love, Responsibility." Actively serve others, serve society, be honest and responsible, and be dedicated to work.<br>④ Be honest and responsible, truthful and trustworthy, diligent and hardworking, constantly strive for excellence, and be brave in taking responsibility. |
| LO2 Professional Competence: Possess humanities literacy and theoretical knowledge, as well as practical skills required for logistics management work.<br>⑥ Basic economic management concepts and decision-making ability in management practices: Systematically master the basic knowledge of economic management, be familiar |

| with its application and development in logistics management, possess basic skills in logistics management, and effectively solve practical problems in logistics management. |
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| LO3 Expressive Communication: Understand others' viewpoints, respect their values, and effectively communicate in written or oral form in various situations.<br>② Express one's own viewpoints effectively through written or oral communication. |
| LO8 International Perspective: Possess basic foreign language communication skills and cross-cultural understanding, and have awareness of international competition and cooperation.<br>③ Be aware of international competition and cooperation. |

## （三）毕业要求与课程目标的关系

| 毕业<br>要求 | 指标<br>点 | 支撑<br>度 | 课程目标 | 对指标点的<br>贡献度 |
| --- | --- | --- | --- | --- |
| **LO1** | ④ | H | 5. Professional Ethics and Social Responsibility: Cultivate high standards of professional ethics, including integrity, responsibility, legal compliance, and the ability to consider social and environmental impacts in procurement activities. | 100% |
| **LO2** | ⑥ | H | 1. Modern Procurement Theory: Understand modern procurement processes, strategies, and best practices, including supplier selection, contract management, cost control, and quality assurance. | 20% |
| | | | 2. Global Supply Chain and International Trade Basics: Grasp the workings of global supply chains and the fundamentals of international trade, adapting to an international procurement environment. | 40% |
| | | | 3. Practical Procurement Skills: Develop skills in actual procurement management, such as supplier assessment, contract negotiation, inventory control, and risk management. | 40% |
| **LO3** | ② | M | 4. Bilingual Communication Ability: Enhance the capability to communicate effectively in two languages within a procurement context, including the use of professional terminology and cross-cultural communication skills. | 100% |
| **LO8** | ③ | H | 6. International Perspective and Cross-cultural Adaptability: Develop an international outlook and understanding of business practices in different cultural contexts, enabling effective work in multicultural environments. | 100% |

# 三、课程内容与教学设计

## （一）各教学单元预期学习成果与教学内容

**Lecture 1 - Fundamentals of Procurement Management**

**Session Agenda:**

- **Procurement process and concepts**
- **Procurement and value chain**
- **Purchasing classification**
- **Procurement objectives**
- **Role of buyers and suppliers in business development**
- **Supplier maturity model**

**Content of Course:**

Lecture 1 introduces students to the basic concepts of procurement management. It covers the procurement process, which includes the stages of identifying needs, supplier selection, and contract management. The lecture also explores how procurement contributes to the value chain, emphasizing the integration of procurement with other business functions like production and logistics. Students will learn about different types of purchasing classifications (e.g., direct and indirect purchases) and the procurement objectives such as cost reduction, quality improvement, and timely delivery. The role of buyers and suppliers in shaping business success will also be highlighted, alongside an introduction to the supplier maturity model, which evaluates a supplier's ability to meet the long-term needs of an organization.

**Knowledge Requirements:**

- Understand the basic procurement processes and terminology.
- Grasp the concept of the procurement value chain and its relationship with other business functions.
- Understand the key objectives of procurement, including cost, quality, and delivery.

**Ability Requirements:**

- Analyze how procurement fits within the broader organizational value chain.
- Identify the role of buyers and suppliers in business development.
- Assess suppliers using the maturity model.

**Teaching Difficulties:**

- Ensuring students understand the relationship between procurement and the broader

business functions.
- Making the concept of the supplier maturity model clear and relatable to real-world examples.

**Lecture 2 - Collaboration 1 (Foundations)**

**Session Agenda:**

- **Types of relationships and partnerships**
- **The importance of establishing relationships with suppliers**
- **Power & trust in supplier-buyer relationships**

**Content of Course:**

Lecture 2 introduces students to the foundational aspects of collaboration in procurement. It first focuses on the various types of relationships between buyers and suppliers, ranging from transactional to strategic partnerships. Students will learn the importance of establishing strong, long-term relationships with suppliers to ensure reliability and competitiveness. The lecture will also delve into the dynamics of power and trust in supplier-buyer relationships, with an emphasis on how these factors influence negotiation, collaboration, and performance.

**Knowledge Requirements:**

- Understand the different types of supplier-buyer relationships.
- Grasp the key factors influencing successful supplier collaboration, including trust and power.

**Ability Requirements:**

- Evaluate the effectiveness of different types of supplier relationships in real-world scenarios.
- Assess the role of trust and power in building and maintaining successful partnerships.

**Teaching Difficulties:**

- Facilitating understanding of abstract concepts like trust and power in relationships.
- Helping students appreciate the strategic value of long-term supplier relationships versus short-term transactional engagements.

**Lecture 2 - Collaboration 2 (Managing Relationships)**

**Session Agenda:**

- **Criteria for segmenting suppliers**
- **Developing metrics to measure supplier performance**
- **Evaluating the performance of suppliers**

**Content of Course:**

This session builds on the previous one, focusing on the management aspect of supplier relationships. Students will learn how to segment suppliers based on various criteria such as performance, strategic importance, and risk. The lecture will cover how to develop and implement metrics to measure supplier performance, including delivery times, product quality, and cost-effectiveness. In addition, students will be introduced to methods of evaluating supplier performance and making data-driven decisions to manage supplier relationships effectively.

**Knowledge Requirements:**

- Understand the criteria used to segment suppliers.
- Learn how to develop performance metrics and evaluate suppliers.

**Ability Requirements:**

- Apply supplier segmentation to real-world cases.
- Develop key performance indicators (KPIs) for supplier evaluation.
- Analyze supplier performance data to drive procurement decisions.

**Teaching Difficulties:**

- Helping students understand the practical application of supplier segmentation in a dynamic business environment.
- Teaching students how to develop and use metrics to evaluate supplier performance effectively.

**Lecture 3 - Spend Analysis and Opportunity Assessment**

**Session Agenda:**

- **What is spend analysis?**
- **The Evolution of Spend Analysis**
- **How Spend Analysis Fits into the Overall Sourcing Process**
- **Functional Evolution**
- **Technical Evolution: New Advanced Capabilities and Criteria**
- **Riding the Wave of Business Intelligence**

- **Spend Analysis Basics**
- **Spend Analysis Approaches**
- **Justifying Spend Analysis**
- **Challenges for Organizations Implementing Spend Analysis**
- **Choosing a Spend Analysis Approach**
- **Spend Analysis Technology Approaches**

**Content of Course:**

Lecture 3 introduces spend analysis based on a research paper, an essential tool for procurement managers. Students will first learn the basics of spend analysis, its role in identifying opportunities for cost reduction, performance improvement, and supplier consolidation. The evolution of spend analysis will be discussed, including both functional and technical advancements. Students will explore how business intelligence has revolutionized spend analysis, providing deeper insights into spending patterns. The lecture will cover various approaches to spend analysis, how to justify its use within an organization, and the common challenges faced when implementing spend analysis systems. Additionally, students will learn about different technologies and tools available for conducting spend analysis.

**Knowledge Requirements:**

- Understand the concept and objectives of spend analysis.
- Familiarity with the evolution of spend analysis and its role in procurement decision-making.
- Learn about the challenges and approaches to implementing spend analysis in organizations.

**Ability Requirements:**

- Evaluate the effectiveness of spend analysis approaches in different organizational contexts.
- Apply spend analysis to identify cost-saving opportunities.
- Use technology tools to perform spend analysis and interpret results.

**Teaching Difficulties:**

- Explaining the technical aspects of spend analysis and how they tie into procurement processes.
- Helping students understand the practical implementation challenges of spend analysis in real-world procurement environments.

**Lecture 4 - Procurement Segmentation Strategy**

**Session Agenda:**

- **Power differential in buyer-supplier relationships**
- **Key models for procurement decisions**
- **Portfolio analysis**
- **Four basic supplier strategies**

**Content of Course:**

Lecture 4 focuses on procurement segmentation strategy and its crucial role in optimizing supplier relationships and procurement outcomes. Students will learn about the power dynamics that exist in buyer-supplier relationships, understanding how power imbalances can affect decision-making, negotiation, and long-term collaboration. The lecture will introduce key models used in procurement decision-making, including portfolio analysis, which categorizes suppliers based on risk, value, and strategic importance. Students will also be introduced to the four basic supplier strategies—transactional, collaborative, strategic, and alliance—and how to choose the most appropriate strategy based on the supplier's role in the business.

**Knowledge Requirements:**

- Understand the role of power in buyer-supplier relationships and how it impacts negotiations and decision-making.
- Learn key models for procurement decisions, such as portfolio analysis and the four supplier strategies.

**Ability Requirements:**

- Apply portfolio analysis to segment suppliers based on their strategic importance.
- Evaluate which supplier strategy is most appropriate in different scenarios.

**Teaching Difficulties:**

- Helping students understand the practical implications of power dynamics in buyer-supplier relationships.
- Guiding students through the application of portfolio analysis in real procurement situations.

**Lecture 5 - Supplier Selection and Evaluation**

**Session Agenda:**

**7 stages of supplier evaluation and selection process:**

1. Recognize the need for supplier selection
2. Identify key sourcing requirements
3. Identify potential supply sources
4. Determine the sourcing strategy
5. Limit supplier selection pool
6. Determine method of supplier evaluation & selection
7. Select supplier & reach agreement

**Content of Course:**

Lecture 5 covers the systematic process of supplier selection and evaluation. Students will learn the seven stages of the supplier selection process, starting from recognizing the need for a supplier, identifying sourcing requirements, and assessing potential supply sources. The lecture will guide students on determining the sourcing strategy and narrowing down the supplier pool. Additionally, students will learn about various evaluation methods (e.g., scoring models, total cost of ownership) used to assess suppliers on criteria such as cost, quality, and delivery performance. The final stage involves selecting the best supplier and reaching an agreement.

**Knowledge Requirements:**

- Understand the step-by-step process of supplier selection and evaluation.
- Learn the various supplier evaluation methods and criteria.

**Ability Requirements:**

- Analyze the supplier selection process and apply it to case studies.
- Evaluate potential suppliers based on defined criteria and select the most suitable one.

**Teaching Difficulties:**

- Ensuring students understand the practical application of each stage in the supplier selection process.
- Helping students choose the best supplier evaluation method for different situations.

**Lecture 6 - E-Procurement Models – Their benefits, limitations, and key considerations**

**Session Agenda:**

- **Sell-Side Models**
- **Buy-Side Models**
- **Marketplace Models**

**Content of Course:**

Lecture 6 introduces students to e-procurement, which involves the use of digital platforms and tools to manage procurement activities. Students will learn about the three primary e-procurement models: sell-side, buy-side, and marketplace models. The lecture will cover the benefits and limitations of each model, including cost savings, efficiency improvements, and potential challenges related to system integration and data security. Students will also explore key considerations for implementing e-procurement solutions in organizations and how these models can enhance supplier relationship management and procurement processes.

**Knowledge Requirements:**

- Understand the three main types of e-procurement models and how they function.
- Grasp the benefits and limitations of each e-procurement model.

**Ability Requirements:**

- Evaluate which e-procurement model best suits a given business context.
- Assess the effectiveness of e-procurement in streamlining procurement processes.

**Teaching Difficulties:**

- Clarifying the technical aspects of e-procurement models and their integration into existing procurement processes.
- Helping students understand the practical implications of implementing e-procurement systems.

**Lecture 7 - Inter-Organisational Relationships**

**Session Agenda:**

- **Relationship Formation Phase:**
    - Models of innovation and early supplier involvement
    - Partnership Models – Schneider & Honda
- **Relationship Termination Phase:**
    - Individual/Group work to develop an exit framework based on procurement segmentation strategies

**Content of Course:**

Lecture 7 focuses on the formation and termination phases of inter-organizational relationships. During the formation phase, students will explore models of innovation and early supplier involvement (ESI), which can help create long-term, mutually beneficial partnerships. Case studies of successful partnerships (e.g., Schneider & Honda) will be examined to highlight the

value of collaborative relationships in achieving shared business goals. In the termination phase, students will learn how to manage the exit process from supplier relationships, including developing exit frameworks that align with procurement segmentation strategies.

**Knowledge Requirements:**

- Understand the models of innovation and early supplier involvement.
- Learn about the key factors that make partnerships successful, using real-world examples.
- Gain insights into managing supplier exit strategies.

**Ability Requirements:**

- Apply models of innovation and early supplier involvement to case studies.
- Develop an exit framework for terminating supplier relationships.

**Teaching Difficulties:**

- Ensuring students understand the complexities of managing both the formation and termination phases of supplier relationships.
- Helping students develop practical skills for managing supplier exits while maintaining organizational goals.

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**Lecture 8 - Sustainable Procurement – Carbon Neutrality**

**Session Agenda:**

- **Carbon neutrality goals and strategies**
- **Integrating sustainability into procurement decisions**
- **Measuring and reporting sustainability performance**
- **Regulatory and certification standards (e.g., ISO 14001)**

**Content of Course:**

Lecture 8 delves into sustainable procurement practices, focusing on the role of procurement in achieving carbon neutrality goals. Students will learn how to integrate sustainability into procurement decisions, balancing cost and environmental impact. The lecture will cover various strategies for reducing carbon footprints, including sustainable sourcing, eco-design, and supplier collaboration. Students will also learn about measuring and reporting sustainability performance, with a focus on key metrics such as greenhouse gas emissions and resource efficiency. Regulatory standards and certifications like ISO 14001 will also be introduced, providing students with a framework for implementing sustainable practices in procurement.

**Knowledge Requirements:**

- Understand the principles and strategies of sustainable procurement.
- Grasp the importance of carbon neutrality goals and how they can be incorporated into procurement activities.
- Learn about sustainability measurement tools and standards.

**Ability Requirements:**

- Develop strategies for integrating sustainability into procurement decisions.
- Evaluate the sustainability performance of suppliers.
- Apply regulatory and certification standards to procurement processes.

**Teaching Difficulties:**

- Helping students understand the balance between cost-effectiveness and sustainability in procurement decisions.
- Guiding students through the complexities of measuring sustainability performance and adhering to global standards.

## （二）教学单元对课程目标的支撑关系

| 教学单元 \ 课程目标 | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Lecture 1: Fundamentals of Procurement Management | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Lecture 2: Collaboration 1 (Foundations) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Lecture 2: Collaboration 2 (Managing Relationships) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Lecture 3: Spend Analysis and Opportunity Assessment | ✓ | ✓ | ✓ | ✓ |  | ✓ |
| Lecture 4: Procurement Segmentation Strategy | ✓ | ✓ | ✓ |  |  |  |
| Lecture 5: Supplier Selection and Evaluation | ✓ |  | ✓ |  | ✓ |  |
| Lecture 6: e-Procurement | ✓ | ✓ | ✓ | ✓ |  | ✓ |
| Lecture 7: Inter-Organisational Relationships | ✓ | ✓ |  |  |  | ✓ |
| Lecture 8: Sustainable Procurement - Carbon Neutrality | ✓ |  |  |  | ✓ | ✓ |

## （三）课程教学方法与学时分配

| 教学单元 | 教与学方式 | 考核方式 | 学时分配 | | |
|---|---|---|---|---|---|
| | | | 理论 | 实践 | 小计 |

| Lecture 1: Fundamentals of Procurement Management | Lecture, Case Studies, Group Discussions | Final Exam, Class Participation | 4 | 0 | 4 |
|---|---|---|---|---|---|
| Lecture 2: Collaboration 1 (Foundations) | Lecture, Classroom Interaction, Group Discussions | Final Exam, Class Participation | 4 | 0 | 4 |
| Lecture 2: Collaboration 2 (Managing Relationships) | Lecture, Case Studies, Group Discussions | Final Exam, Class Participation | 2 | 0 | 2 |
| Lecture 3: Spend Analysis and Opportunity Assessment | Lecture, Case Studies, Software Demonstration | Final Exam, Homework, Group Assessment | 4 | 0 | 4 |
| Lecture 4: Procurement Segmentation Strategy | Lecture, Case Studies, Group Discussions | Final Exam, Group Assessment | 4 | 0 | 4 |
| Lecture 5: Supplier Selection and Evaluation | Lecture, Case Studies, Group Discussions, Role Play | Final Exam, Group Assessment, Class Participation | 4 | 0 | 4 |
| Lecture 6: e-Procurement | Lecture, Case Studies, Software Demonstrations, Practical Exercises | Group Assessment, Final Exam | 4 | 0 | 4 |
| Lecture 7: Inter-Organisational Relationships | Lecture, Group Discussions, Case Studies | Class Participation, Group Presentation | 2 | 0 | 2 |
| Lecture 8: Sustainable Procurement - Carbon Neutrality | Lecture, Case Studies, Group Discussions | Group Presentation, Class Participation | 2 | 0 | 2 |
| Group Presentation | Group Presentations and Discussions | Group Presentation, Class Participation | 2 | 0 | 2 |
| 合计 | | | 32 | 0 | 32 |

## （四）课内实验项目与基本要求

| 序号 | 实验项目名称 | 目标要求与主要内容 | 实验时数 | 实验类型 |
|---|---|---|---|---|

| | | | | |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |

实验类型：①演示型　②验证型　③设计型　④综合型

## 四、课程思政教学设计

**1. Course Objectives of Ideological and Political Education**

The goal is to integrate **moral values**, **social responsibility**, and **professional ethics** into the study of **Modern Procurement Management**. The course aims to:

- **Cultivate integrity and responsibility** in procurement.
- **Promote awareness** of **sustainability** and **social impact**.
- Develop an **international perspective** for working in cross-cultural environments.

**2. Key Topics and Integration Points:**

- **Professional Ethics and Responsibility (Course Objective 5)**
  - **Lecture Topics**: Procurement Management, Supplier Selection, Sustainable Procurement
  - **Integration**: Students will learn about **ethical decision-making** in procurement, focusing on integrity, **legal compliance**, and **environmental sustainability**.
  - **Example**: Discuss ethical challenges in sourcing materials or dealing with suppliers from regions with poor labor practices.
- **International Perspective and Cross-Cultural Adaptability (Course Objective 6)**
  - **Lecture Topics**: Collaboration, Inter-Organisational Relationships
  - **Integration**: Students will understand the importance of **cross-cultural communication** and **international procurement networks**, learning to work effectively in global supply chains.
  - **Example**: Examine different approaches to procurement in various countries and cultures.
- **Sustainable Procurement (Course Objective 5)**
  - **Lecture Topics**: Carbon Neutrality, Sustainable Procurement
  - **Integration**: Focus on how procurement can contribute to **environmental sustainability** and **carbon neutrality**, supporting China's green development goals.
  - **Example**: Discuss how companies can make procurement decisions that support

**China's carbon neutrality goals**.

**3. Teaching Activities for Ideological Integration:**

- **Case Studies**: Analyze real-life procurement cases that highlight **ethical dilemmas**, such as the social and environmental impact of sourcing decisions.
- **Guest Speakers**: Invite professionals to discuss **ethical procurement practices** and the role of procurement in promoting **social responsibility**.
- **Group Discussions**: Have students discuss the role of **ethics** and **sustainability** in procurement, with a focus on how it affects both the company and society.

**4. Methods for Implementation:**

- **Interactive Lectures**: Use questions and discussions to engage students in thinking about **ethical procurement** and **social responsibility**.
- **Group Projects**: Students work in teams to research how companies incorporate **sustainability** and **ethical practices** in procurement.
- **Simulations**: Role-playing procurement scenarios to understand **ethical decision-making** in practice.

**5. Assessment of Ideological Education:**

- **Class Participation**: Evaluate students based on their involvement in discussions about **ethics**, **social responsibility**, and **sustainability**.
- **Group Presentations**: Assess how well students integrate **ethical** and **social issues** in their project work.
- **Final Exam**: Include questions on how procurement decisions affect **society** and the **environment**, testing students' ability to think critically about **ethical issues**.

## 五、课程考核

| 总评构成 | 占比 | 考核方式 | 课程目标 | | | | | | 合计 |
|---|---|---|---|---|---|---|---|---|---|
| | | | 1 | 2 | 3 | 4 | 5 | 6 | |
| X1 | 60% | Final Test | 25% | 20% | 15% | 0 | 20% | 20% | 100% |
| X2 | 20% | Gourp Presentation | 0 | 0 | 0 | 50% | 0 | 50% | 100% |
| X3 | 20% | Class Paricipation | 30% | 0 | 0 | 40% | 30% | 0 | 100% |

评价标准细则

| 考核项目 | 课程目标 | 考核要求 | 评价标准 | | | |
|---|---|---|---|---|---|---|
| | | | 优 100-90 | 良 89-75 | 中 74-60 | 不及格 59-0 |
| X1 | 1,2,3,5,6 | Test of theoretical knowledge and application in procurement, global supply chain, procurement skills, ethics, and cross-cultural perspectives. | Thorough understanding and excellent application of all concepts. | Solid understanding with minor gaps or errors. | Basic understanding but lacks depth or contains significant errors. | Incomplete or incorrect responses; lacks understanding of key concepts. |
| X2 | 4,6 | Oral presentation assessing clarity of communication, use of procurement terminology, and understanding of cross-cultural contexts. | Clear, confident presentation with accurate use of terminology and strong cross-cultural awareness. | Clear but may lack some fluency or in-depth cross-cultural understanding. | Adequate presentation with communication gaps or unclear points. | Poor communication, inaccurate terminology, or no cross-cultural understanding. |
| X3 | 1,4,5 | Participation in class activities and discussions on procurement topics, use of professional language, and contribution to ethical considerations. | Highly engaged in discussions, uses professional language effectively, and demonstrates strong ethical understanding. | Participates actively with some minor gaps in language use or ethical application. | Some participation but lacks depth or professionalism in communication. | Minimal participation or poor language use and understanding of ethical concepts. |

# 六、其他需要说明的问题

Prerequisite Knowledge and Pre-class Preparation
- Students should possess basic computer skills, including proficiency in using office software such as Word and Excel.
- Familiarity with fundamental principles of economics and management is required.
- Prior to class, students are expected to read designated chapters of the textbook and complete any assigned pre-reading questions.

Classroom Rules and Student Participation
- Attendance, while not directly graded, is important, and excessive absences (more than 3) may impact the final grade.
- Classroom discussions and group activities are essential, and active student participation is expected.
- Assignments must be submitted by the specified deadline using the method designated by the instructor; late submissions will not be accepted.

Academic Integrity and Plagiarism Policy
- All submitted assignments must be original, and plagiarism is strictly prohibited.
- Proper citation is required when using external resources.
- Plagiarism or dishonest behavior will result in a zero grade for the assignment and potential academic disciplinary action.

Accommodations for Special Circumstances
- Students with special needs should communicate with the instructor at the beginning of the course to receive necessary learning support.
- Exam times and assignment deadlines may be adjusted based on students' certification documentation.

Office Hours and Student Support
- The instructor's post-class consultation hours will be announced on the school's designated website, with appointments available via WeChat for individual requests.
- Additional academic guidance or course-related support can be sought during office hours.

Course Feedback and Improvement Mechanism
- Students can provide feedback through anonymous questionnaires at the end of the course.
- The instructor will review feedback each semester and adjust teaching methods and content based on student input.

Safety and Emergency Response Guidelines
- In case of emergencies, students should follow evacuation procedures outlined for the

laboratory and teaching building.