

Course	PROC 5000 Procurement and Acquisitions Management
Term	Fall 2, 2008
Instructor	Name: Alex J. Cusack Phone: 310-463-4264 / 310-653-1324 Email: Alex.cusack@losangeles.af.mil
Catalog Description	This course is an overview of acquisitions and materials management. Students examine the functional roles of those individuals having responsibility in this area. The course includes discussion of acquisition law, operations management, pricing, negotiations, and logistics.
Prerequisites	There is no prerequisite course for PROC 5000.
Course Level Learning Outcomes	<p>The following is a list of the learning outcomes for the course:</p> <ul style="list-style-type: none"> • The students will be able to know and explain the important terminology, facts, concepts, principles, and theories used in the field of Procurement and Acquisition Management. These will consist of the mandatory topics taught in the pre-requisite, advanced core courses, and integrative capstone course. • The students will be able to analyze the core concepts and principles of Purchasing as the foundation for Supply Management and explain, demonstrate, and evaluate the value of Supply Management to the organization; and to compare and contrast the procurement and acquisition principles and practices of commercial/industrial firms. • The students will be able to explain, analyze, critique, and apply research oriented approaches, case studies, and the use of situational analyses as appropriate in the study of procurement and acquisition management situations. <p>The student must be able to demonstrate the ability to properly write, prepare and submit a logically organized writing project. This writing effort must demonstrate the ability to communicate, in writing, at the graduate level.</p>
Materials	World Class Supply Management; <i>The Key to Supply Chain Management</i> , 7 th Edition, Burt, D. N., Dobler, Donald W., Starling, Stephen L., ISBN 0072831561, McGraw Hill.

<p>Grading</p>	<p>Grades will be awarded based on the following: Participation – 15% Tests and Papers – 45% Final Exam – 40%</p> <p>The GRADUATE catalog provides these guidelines and grading options:</p> <ul style="list-style-type: none"> • A/A- Superior graduate work • B+/B/B- Satisfactory graduate work • C Work that is barely adequate as graduate-level performance • CR Work that is performed as satisfactory graduate work (B- or better). A grade of "CR" is reserved for courses designated by a department, involving internships, a thesis, practicums, or specified courses. • F Work that is unsatisfactory • I Incomplete work • ZF An incomplete which was not completed within one year of the end of the course. ZF is treated the same as an F or NC for all cases involving G.P.A., academic warning, probation, and dismissal. • IP In progress • NR Not reported • W Withdrawn from the course
<p>Activities</p>	<ul style="list-style-type: none"> ▪ Require a minimum of 3 graded case analyses taken from the text. ▪ Implement both a midterm and final examination with comprehensive essay type questions requiring critical thought and independent research. ▪ Hold facilitated discussions which require active student participation throughout the class period and grade this participation based on the degree of involvement and substance of individual student input.
<p>Policy Statements: University Policies</p>	<p>University policies are provided in the current course catalog and course schedules. They are also available on the university website. This class is governed by the university's published policies. The following policies are of particular interest:</p> <p>Academic Honesty The university is committed to high standards of academic honesty. Students will be held responsible for violations of these standards. Please refer to the university's academic honesty policies for a definition of academic dishonesty and potential disciplinary actions associated with it.</p> <p>Drops and Withdrawals Please be aware that, should you choose to drop or withdraw from this course, the date on which you notify the university of your</p>

	<p>decision will determine the amount of tuition refund you receive. Please refer to the university policies on drops and withdrawals (published elsewhere) to find out what the deadlines are for dropping a course with a full refund and for withdrawing from a course with a partial refund.</p> <p>Special Services If you have registered as a student with a documented disability and are entitled to classroom or testing accommodations, please inform the instructor at the beginning of the course of the accommodations you will require in this class so that these can be provided.</p> <p>Disturbances Since every student is entitled to full participation in class without interruption, disruption of class by inconsiderate behavior is not acceptable. Students are expected to treat the instructor and other students with dignity and respect, especially in cases where a diversity of opinion arises. Students who engage in disruptive behavior are subject to disciplinary action, including removal from the course.</p> <p>Student Assignments Retained From time to time, student assignments or projects will be retained by The Department for the purpose of academic assessment. In every case, should the assignment or project be shared outside the academic Department, the student's name and all identifying information about that student will be redacted from the assignment or project.</p> <p>Contact Hours for this Course It is essential that all classes meet for the full instructional time as scheduled. A class cannot be shortened in length. If a class session is cancelled for any reason, it must be rescheduled.</p>
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Weekly Schedule	Week	Topic	Chapters
	1	Introduction to Purchasing and Supply Management	Chapters 1-3, Instructor Provided Materials. Eagle Manufacturing (in text)
	2	Institutional, Governmental, Commercial Purchasing	Chapters 25-26, Instructor Provided Materials
	3	Social Responsibilities, Relationships, Cross-Functional Teams	Chapters 4-6, Instructor Provided Materials
	4	Quality Management and e-	Chapters 7-9, Instructor Provided Materials

		Commerce	
	5	New Product Development, Specifications, Standardization	Chapters 10-11, Instructor Provided Materials. Midterm Examination
	6	Equipment and Services Purchasing;	Chapters 12-13, Instructor Provided Materials. Captive Conglomerate (in text)
	7	Supplier Sourcing and Development; Contracting Risks and Arrangements	Chapters 14, 15, 19, 22, Instructor Provided Materials. Munster Pump (in text)
	8	Cost-Price Considerations, Negotiation Perspectives	Instructor Provided Materials
	9	Relationship Management, Ethical Standards, Legal Considerations	Chapters 21, 23, 24, Instructor Provided Materials. Final Examination.
Additional Information	Looking forward to all of us learning from each other. Should be a fun class!		