

Course	PROC 6000 Integrated Studies in Procurement and Acquisitions Management
Term	Spring I, 2010
Instructor	Name: Rich L. Gusewelle Phone: 618-656-4308 (H): 314-231-1130 x245 (W) Email: gusewell@webster.edu (alternates– rgusewelle@dukemfg.com or rgusewelle@msn.com)
Catalog Description	The student is expected to synthesize and integrate the learning experience acquired in procurement and acquisitions management and to research and evaluate a current topic relative to this area of concentration.
Prerequisites	The student is expected to have completed the required courses for a concentration in Procurement and Acquisitions Management. The student is expected to have graduate level writing and research skills.
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 apply the important terminology, facts, concepts, principles and theories in the field of Procurement and Acquisition Management and to analyze simple to moderately complex factual Procurement and Acquisition Management situations by applying the integration of his/her knowledge from previous PROC core curriculum courses to the completion of an academic research paper. • The students will be able to comprehend and be able to demonstrate the process or result of integrating the separate elements, ideas, concepts, principles, and practices from previous PROC core curriculum courses. • The students will be able to assess the effectiveness of their solutions by quantitatively or qualitatively measuring their results against theory-based criteria and standards of performance by quantitatively assessing, analyzing, and synthesizing a connected and coherent model in PROC. <p>The students will be able to utilize themselves as scholar-practitioners, capable of creatively synthesizing intellectual explanation of PROC models with methodological competencies and experience-based perceptual skills</p>

	and judgment which will enhance his/her professional skill set for the conduct of purchasing and supply management activities in the public or private sector..																																																
Materials	The World's Easiest Guide to Using the APA by Carol J. Amato, Fourth Edition, Stargazer Publishing Company.																																																
Grading	<p>Final Grade Calculation (Example)</p> <table border="1"> <thead> <tr> <th></th> <th>%</th> <th>Score</th> <th>Weighted</th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>Research paper</td> <td>95%</td> <td>94</td> <td>89.3</td> <td>A</td> <td>93-100</td> </tr> <tr> <td>Oral Synopsis</td> <td>5%</td> <td>90</td> <td>4.5</td> <td>A-</td> <td>90-92</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>B+</td> <td>87-89</td> </tr> <tr> <td>Total</td> <td>100%</td> <td></td> <td>93.8</td> <td>B</td> <td>83-86</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>B-</td> <td>80-82</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>C</td> <td>70-79</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>F</td> <td>0-69</td> </tr> </tbody> </table>		%	Score	Weighted			Research paper	95%	94	89.3	A	93-100	Oral Synopsis	5%	90	4.5	A-	90-92					B+	87-89	Total	100%		93.8	B	83-86					B-	80-82					C	70-79					F	0-69
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Activities	Class participation is required.																																																
Policy Statements: University Policies	<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 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</p>																																																

	<p>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>
Course Policies	<p>This syllabus may be revised at the discretion of the instructor without the prior notification or consent of the student. The schedule below presents an approximate expectation of course progress. The instructor reserves the right to change the overall course grade weighting. Any changes will be announced in class.</p> <p>The intent of this course is for every student to submit his or her own assignments. Discussing the course content with other students is not prohibited, however, each student must submit their own critical work. If two or more assignments are identical or mirror image one another this constitutes “cheating or plagiarism”</p> <p>The policy of Webster University states “Students who are discovered cheating or committing plagiarism will be awarded a failing grade for the course, and may be subject to discipline or dismissal”.</p>
Weekly Schedule	<p>Week 1 Orientation and definition of the course goals. The requirements of the research paper will be defined. There will be an exchange of ideas relative to the core courses, checklist, applied research, primary and secondary research, and questionnaire/survey (handout will be provided). Student should have a general idea of the subject they expect to use for a research paper. There will be a discussion of the premise.</p> <p>Week 2 Each student will present his/her subject, premise, and analysis of the present conditions relating to your subject. The organization and presentation of the paper will be reviewed. Weekly worksheet due.</p> <p>Week 3 Class will be held as mutually agreed, for consultation between the student and the instructor, to review the progress of the research paper. Disclaimers need to be started, but can be added, throughout the 9 weeks. Weekly worksheet due.</p>

	<p>Week 4 Same as week 3. Weekly worksheet due.</p> <p>Week 5 Same as week 3. Weekly worksheet due.</p> <p>Week 6 Same as week 3. Weekly worksheet due.</p> <p>Week 7 Same as week 3. Weekly worksheet due.</p> <p>Week 8 Same as week 3. Weekly worksheet due.</p> <p>Week 9 A bound, typewritten copy of the research paper will be submitted for review and graded. Each student will present a five to ten minute oral synopsis of his/her research paper, to the class. (Please provide the instructor with copies of the slides, prior to the presentation).</p>
<p>Additional Information</p>	<p>The instructor will advise the student, on an individual basis, of supplemental reading that will be of assistance in researching the paper.</p> <p>Extensive primary and secondary research is required.</p> <p>The purpose of the attached information is to assist you in developing your research paper. I have tried to cover the most frequently asked questions or the most reoccurring problems, but there is no intention of replacing the instructor. Please call any time you have a question or problem.</p> <p>GUIDELINES FOR THE RESEARCH PAPER:</p> <p>The research paper will be a minimum of 5000 words in length. This is a minimum of 25 double spaced, typed pages. Appendices, charts and graphs are always necessary, however, they are not included in the 5000 words. They may be included in the body of the paper, as long as they do not take up the entire page.</p> <p>The paper must be submitted in a two-prong compression binder. (Office Max or Office Depot) The binder must be free of any company or organization names. This may limit you to a new binder.</p> <p>The bound copy of the research paper must follow the sequence noted in the “Sequence of Bound Research Paper”. Each section of the research paper must be noted.</p> <p>The complete project will be 1 to 2 inches thick.</p> <p>Please inform the instructor immediately if you are having any problems.</p>

COURSE STATEMENT OF OBJECTIVES:

I believe that the objectives outlined in the syllabus can best be completed through an Applied Research project. This will be accomplished by:

1. Identifying a problem in the Procurement and Acquisitions Management core area.
2. Reviewing and analyzing the current literature on that subject (secondary research).
3. Researching and analyzing that problem through interviews, surveys, and questionnaires (primary research).

Applied Research - Applying accepted principles and known concepts to situations needing resolution, or to situations needing further understanding.

Secondary Research – A review of appropriate literature in order to access prior research findings in a given area of interest. Such a search can help the researcher design his/her own primary research.

Primary Research – Obtaining information from original sources as opposed to the literature, which generally reports on findings of primary research done by others.

The emphasis of this course is on Primary Research NOT Secondary Research.

Because some of the research may take more than nine weeks, advance discussion and/or approval of your subject by the instructor is encouraged.

ANALYSIS OF THE PRESENT CONDITONS RELATING TO YOUR SUBJECT:

This section describes the condition in, or about, your subject. This would be a type of “What seems to be going on now” document. The length of this section will be from 1 to 2 pages.

PREMISE:

The Premise is a shorter statement that leads from your “Analysis of the present conditions relating to your subject”. It is a statement of what you expect to prove or disprove by your research. You might find that when your research is complete, you have disproved what your set out to prove.

Sometimes used as a synonym for a hypothesis. It is basically a statement of what one expects will or will not be found in the research effort. For our purpose, we will deal with the term premise to mean the idea, which will be proved, or disproved as a result of the applied research.

The premise should be one sentence. It is something that you believe is true. Through primary research you will prove or disprove the premise.

CORE COURSES:

You must relate as many of the core courses to the subject as possible. If the core course has no relevance, then note this with an explanation.

SURVEY DESIGN:

Here are three sources to assist you in developing the questionnaire/survey.

<http://www.surveysystem.com/sdesign.htm>

<http://www.leeds.ac.uk/iss/documentation/top/top2.pdf>

<http://www.statpac.com/surveys/>

DISCLAIMERS:

The Disclaimers are a listing of areas within the general subject of your paper that you cannot, or will not, evaluate and the reasons for not covering these areas. Some of the reasons may be those areas that are “classified”, “too large an area to cover within the research”, or “there is not enough information about this particular area”.

You can add to this section throughout the nine weeks.

ABSTRACT:

This is a restatement of the premise, the method of research used, and the findings.

CHECKLIST:

This checklist will be used by the instructor to review each student's progress

Student name: _____

Week 1 Orientation, definition of course goals

Week 2 Subject

Premise

Analysis of present conditions

Weekly worksheet

Week 3 Disclaimers

Weekly worksheet

Week 4 Weekly worksheet

Week 5 Weekly worksheet

Week 6 Weekly worksheet

Week 7 Weekly worksheet

Week 8 Weekly worksheet

Week 9 Final Research Paper

Oral synopsis

Please provide the instructor with copies of your slides prior to presentation.

Weekly Worksheet

Please make the necessary number of copies for your use.

Name: _____

Week Number: 2 3 4 5 6 7 8
(circle one)

Date: _____

What was accomplished this past week?

What do you expect to accomplish next week?

What problems are you having?

	<p style="text-align: center;">Examples of previous students premises</p> <p>Since 1980, advances in computer-based technology have produced a 35 percent cost savings for light manufacturing businesses.</p> <p>I believe I will be able to show that making cash purchases with a business debit card can save 20 cents on every dollar spent for the Purchase of MRO items.</p> <p>I believe that outsourcing of products or services has an additional cost of at least 5% over the negotiated cost of the products or services being outsourced.</p> <p>The Defense Commissary Agency (DECA) advertises that their customers save an average of 30% or more on their grocery bill compared to consumers or non-customers that grocery shop at Super Wal-Mart, Schnucks, Harts, or Dierbergs.</p> <p>Performance-Based Service Contracting results in a 5% cost savings for the customer and provides increased value for the dollars spent.</p> <p>The Defense Information Systems Agency (DISA) pays 10% more to procure Information Technology (IT) products and services than the average non-government customer.</p> <p>The use of a Free Trade Zone will increase freight movement by twenty percent.</p> <p>Companies using third party logistics providers can reduce their logistics budget by 10%.</p> <p>Boeing’s use of “Preferred Suppliers” can reduce its overall operating cost by 10%.</p> <p>The Air Force can achieve a 15% decrease in acquisition cost by implementing the principles of Acquisition Reform.</p> <p>Although JIT positively impacts all areas of manufacturing, one area that is dramatically affected is the material manufacturing flow time, which can be reduced by 50%.</p> <p>By implementing Reverse Auctions (RA), companies can realize a minimum 10% savings on commodity-type purchases.</p> <p>Compliance with European packaging reduction standards and concepts can increase profits by 1-2%.</p>
	<p>This syllabus is subject to change at the discretion of the instructor.</p>