

**JYOTI NIVAS COLLEGE AUTONOMOUS
SYLLABUS FOR 2018 BATCH AND THEREAFTER**

Programme: B.Com LSM

Semester: VI

MANAGING PROCUREMENT CONTRACTS AND RELATIONSHIP

Course Code: 18BL606

No. of Hours: 60

COURSE OBJECTIVES:

- To understand the practices of dynamics of supply chain relationship
- To analyze the legal aspects of contract performance and management
- To get an in depth understanding of suppliers relationship

LEARNING OUTCOMES:

- To obtain a knowledge of the dynamics of relationships in supply chains
- To understand the various risks involved in contracts and resolutions
- To understand the various techniques for suppliers relationship management and relationship improvement.

UNIT 1:

10 HRS

Dynamics of relationships in supply chains

Types of relationships – internal and external. Relationship spectrum, Relationship life cycle, Classification of competitive forces on relationships. Impact of Social, Technological, Economic, Environmental, Political, Legislative and Ethical (STEEPLE) factors on supply chains.

UNIT 2:

16 HRS

Legal aspects on performance of contracts

Interpretation of financial and technical data relating to the performance of contracts. Definition of contract sale, Essential contract of sale. Implied and express terms that affect the performance of contracts. Vital and non-vital terms, breach of contracts, assessment of damages, limits of liability, procedure for termination.

UNIT 3:

12 HRS

Contract management

Responsibilities for contract management, Contract implementation plans and on-going demand management. Planning and governance for contract management. Resources required for contract management. Responsibilities of a contract manager.

UNIT 4:

12 HRS

Contractual risk & conflict resolution

Types of contractual risks – internal, market, economic, legal, ethical and external. Assessment of contractual risks. Approaches to conflict resolution – Negotiated settlement, Alternative dispute resolutions, other mechanisms

UNIT 5:

10 HRS

Supplier relationship management

Definitions and Comparison of Contract Management & Supplier Relationship Management. Techniques for supplier relationship management, Approaches to supplier development, Techniques for relationship improvement.

Skill Development:

- To study real life example of steep factor on supply chain management.
- To study the various resources required for contract management.
- To study the various risks associated with contracts and resolution.
- To analyze various approaches to supplier development.

BOOKS FOR REFERENCE:

1. N. Viswanadham and Y. Narahari. Performance Modeling of Automated manufacturing Systems. Prentice Hall of India, 1998.
2. Sunil Chopra and Peter Meindel. Supply Chain Management: Strategy, Planning, and Operation, Prentice Hall of India, 2002.
3. Jeremy F. Shapiro. Modeling the Supply Chain. Duxbury Thomson Learning, 2001.
4. David Simchi Levi, Philip kaminsky, and Edith Simchi Levi. Designing and Managing the Supply Chain: Concepts, Strategies, and Case Studies. Irwin McGrawHill, 2000. 5
5. Donald Waters, Logistics An Introduction to Supply Chain Management, PALGRAVE MACMILLAN, New York,
6. Dr. Martin Khan, Sales & Distribution Management
7. Dr. S. V. Bhave, Physical Distribution Management