



Lesson Plan

Program: MBA

Semester: II

Course Code: KMBN OM04

Course Name: Project and Sourcing Management

Course Objectives This course is designed to help the students to understand all aspects of sourcing and procurement management. Upon successful completion of this course, students will be able to:

(CO1): Understand the Basics of Purchasing Principles **(Unit 1)**

(CO2): Learn the process vendor selection & evaluation process **(Unit 2)**

(CO3): Identify the key processes and requirements of project management. **(Unit 3)**

(CO4): Learn how to initiate & execute the project. **(Unit 4)**

(CO5): Learn how to plan for time and cost. **(Unit 5)**

(CO6): Plan for project risks, communication, and change control. **(Unit 5)**

(CO7): Learn the closer of the project. **(Unit 5)**

Session Duration: 60 minutes

Participants: MBA Students

Entry level knowledge and skills of students

- i. Students should know the supply chain management and its various aspects.
- ii. Basic knowledge of costing and 10th level mathematics.

Equipment required in Classroom/ Laboratory/ Workshop

- i. Projector
- ii. White board

Assessment Schemes

S. No.	Criteria	Marks (150)
1	AKTU End Term Examination	100
2	Internal Evaluation Scheme	50
2(a)	Class Tests	30
2(a)(i)	Class Test-I	15
2(a)(ii)	Class Test-II	15
2(b)	Teacher Assessment (Continuous Evaluation)	20
2(b)(i)	Attendance	5
2(b)(ii)	Case Study/Topic Based Presentation	5
2(b)(iii)	*GD	10



*MCQ Based Assignment	2
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Course Outcomes (starting with action-oriented observable and measurable verb)

(CO1): Conceptual knowledge about the procurement and sourcing management **(Unit 1)**

(CO2): Understanding of the processes of sourcing management **(Unit1, Unit 4)**

(CO3): Competency to vendor selection and rating **(Unit 2)**

(CO4): Assess the importance of effective sourcing **(Unit 3)**

(CO5): Understanding of laws of Procurements **(Unit 5)**

L. No	Topics	Sub Topics	Date of implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
Unit - 1 Sourcing Management							
1.	Sourcing Management: Introduction to Sourcing,	Sourcing v/s Procurement		Improved Lecture	CO1		
2.	Purchasing	Purchasing Cycle,		Improved Lecture	CO2		
3.	Purchasing	8 Rs of Purchasing,		Discussion	CO2		
4.	Purchasing	Role of a Purchasing Manager, Risks associated with purchasing process and its mitigation,		Improved Lecture	CO1		
5.	Make or Buy Decision	Concept		Improved Lecture	CO1		
6.	Make or Buy Decision	applications of Make or Buy Decision:		Case Studies	CO1		
Unit - 2: Evaluating Suppliers' Efficiency: Vendor Rating, Selection and Development							



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7.	Measuring Supplier Performance,	Concept and its need		Improved Lecture	C03		
8.	Categorization of Suppliers,	Concept		Improved Lecture	C03		
9.	Suppliers Evaluation Methods	Vendor Rating Methods,		Improved Lecture	C03		
10.	Suppliers Evaluation Methods	Vendor Rating process,		Improved Lecture,	C03		
11.	Supplier Selection	Concept and its Process,		Improved Lecture,	C03		
12.	Supplier Selection	Factors Affecting the Selection of Optimal Suppliers or Vendor Rating		Improved Lecture,	C03		
13.	Supplier Selection	Advantages of Vendor/Supplier Rating		Improved Lecture	C03		
14.	Supplier Selection	Identify and evaluating the international suppliers		Improved Lecture,	C03		
Unit - 3 Price Determination and Negotiation							
15.	Pricing	Objectives of Pricing, Factors Influencing Pricing,		Improved Lecture,	C04		
16.	Pricing	Types of Pricing Strategies,		Improved Lecture,	C04		
17.	Negotiation	Examples of Negotiation		Improved Lecture,	C04		
18.	Negotiation	Types of Negotiations,		Improved Lecture	C04		
19.	Negotiation	The Process of Negotiation,		Improved Lecture	C04		



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20.	Negotiation	Skills for Successful Negotiating		Improved Lecture,	CO4		
21.	Negotiation	Obstacles to Negotiation		Improved Lecture	CO4		
Unit - 4 Introduction of Project							
22.	Project Management	Introduction		Improved Lecture	CO2		
23.	Project Management	Characteristics of Project,		Improved Lecture	CO2		
24.	Project Management	Types of Projects,		Improved Lecture	CO2		
25.	The Project Management Process,	Project Life Cycle,		Improved Lecture	CO2		
26.	The Project Management Process,	Concepts of Deliverables, Roles of Project Team & Project Leader,		Improved Lecture, discussion from projects	CO2		
27.	Fundamental components of Project Cost	Types of Costs: Direct and Indirect		Improved Lecture	CO2		
28.	Project Cost	Recurring, Non-Recurring, Fixed, Variable,		Improved Lecture,	CO2		
29.	Project Financing and Budgeting:	Sources of Finance, Top-down Budgeting, bottom-up Budgeting, Activity Based Costing		Improved Lecture, guest lecture by expert	CO2		
Unit - 5: Project Scheduling, Network Analysis & Control							



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30.	Steps in Project Scheduling and Network design,	Gantt Chart, Tracking through Gantt chart.		Improved Lecture	C05		
31.	Work Breakdown Structure (WBS) ,	Identifying and application of the Nodes and Activities, Activity on Arrow (AoA) and Activities on Node (AoN) methods,		Improved Lecture	C05		
32.	Application of PERT and CPM,	concept		Improved Lecture	C05		
33.	Planning-Monitoring and Control Cycle	Earned Value Analysis (EVA): Planned Value (PV), Earned Value (EV), Cost Variance (CV),		Improved Lecture	C05		
34.	Planning-Monitoring and Control Cycle	Schedule Variance (SV), Cost performance Index (CPI), Schedule performance Index (SPI).		Improved Lecture	C05		
35.	Project Termination	Types of Terminations,		Improved Lecture	C05		
36.	Project Termination	Project Termination Process		Improved Lecture	C05		
Revision							



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37.	Unit 1 and Unit 2	Project and Sourcing; Supply management		Discussion	CO1 & CO2		
38.	Unit 3	Pricing and Negotiation		Discussion	CO3		
39.	Unit 4	Project Management		Discussion	CO4		
40.	Unit 5	CPM PERT		Discussion	CO5		

Text Books:

Gopalakrishnan P., Purchasing and Materials Management, Tata McGraw-Hill Publishing Company Ltd, New Delhi.

Reference Books:

1. Dobler, D. W., jr, L. L., & Burt, D. N., Purchasing and Materials Management. New Delhi: Tata McGraw-Hill Publishing Company Limited

2. David N. Burt, Sheila Hectarage, Richard Pinkerton: Proactive Purchasing in the Supply Chain: The Key to World-Class Procurement, McGraw Hill

Journals: International Journal of Project Management

<https://www.journals.elsevier.com/international-journal-of-project-management>

1. S. C. Sommer, C. H. Loch, "Selectionism and Learning in Projects with Complexity and Unforeseeable Uncertainty," Management Science, vol. 50, no 10, pp. 1334-1347, 2004. [5] H.

2. Kerzner, Project Management: A Systems Approach to Planning, Scheduling and Controlling, Eight Edition, John Wiley & Sons, 2003.

Electronic Database:

Link for Project and production Management videos of NPTEL

<https://nptel.ac.in/courses/112102107>

For certification can join SWAYAM course:

https://onlinecourses.nptel.ac.in/noc19_ce30/preview