Note: This is the text-only version of this week's lecture.

All media (i.e. videos, flash presentations, and PowerPoints) and learning activities (i.e. assigned readings, assignments, and discussions) are accessible only through the online course.

Week 3

Overview

Log in to the course to view video and alternative version.

Click the link below to access a transcript of the video.

Video Transcript

Learning Activity Table

Week 3:

Learning Activity	Description	Due Date	Points
Lesson	Supplier Relations	~	~
Reading	• Week 3 PowerPoint Presentation and Video Lecture • "Lengthing Payment Terms" • "How to be Customer of Choice for your Suppliers"	Day 1	~
Lead Faculty Online Session	Introducing each week's module, expanding on key concepts with real world examples, discuss any course challenges, and answer student questions.	Day 3	~
Week 3 Discussion 1	Critique the article assigned to you and share and discuss it with your classmates. Be sure to consider the readings' questions listed in weekly agenda.	Post by the end of Day 4 Respond by the end of Day 7	20
Week 3 Assignment 1	Simulation Module #3	Day 7	~
Week 3 Discussion 2	Week 3 Discussion Questions	Post by end of Day 6 Respond by end of Day 7	60

Learning Objectives

By the end of this week, you will be able to:

- Recognize fundamental strategies in managing a supplier base.
- Understand the formation and management of business relationships with suppliers.
- Be aware of potential pitfalls in managing a supplier base.

Lesson 1: Supplier Relationships Part 1

Log in to the course to view presentation and alternative version.

Alternate Version

Lesson 1: Supplier Relationships Part 2

Log in to the course to view presentation and alternative version.

Alternate Version

Discussion 1: Article Critique

Due: Day 4
Value: 20

This week, your professor assigned you an article to read. Now that you have submitted your summary, it is time to critique the article. In your initial post you are asked to do the following

Criticize an aspect of the article and write a one-page critique of the article.

Questions to Consider

1) Lengthening Payment Terms

- Why do companies lengthen payment terms?
- What is the typical supplier payment term at your company?
- What are typical payment terms in North America vs. Southeast Asia?
- How do you think suppliers would treat a customer which unilaterally lengthened payment terms despite being under a long term agreement?
- Is this a way to become a “Customer of Choice”?

2) Customer of Choice

- What is a “Customer of Choice”?
- In the last 30 years, have most companies acted like a “Customer of Choice”? Why?
- Why is it more important today?
- What changes do companies need to make?
- Is your company a “Customer of Choice”?

After you've submitted your initial post, check back and respond to two of your classmates' critiques. Remember to offer substantive feedback. Share why you agree or disagree or how the student could have approached their argument.

Please post your response by Day 4 of this Week. Respond to at least two of your classmates' posts by end of Day 7.

Assignment 1: Simulation Game Module #3

Module 3: Forecasting and Contracts (Practice only)
In this module, players chose which contracts to pursue, and optimize their receiving, production, and shipping departments accordingly. (20 turns) Module 3 should take 25-45 minutes to complete. Game will close when goal is achieved.

Previous top scores were $77k net worth/484 rep/100% on-time.

Upload your completed assignment using the drop box found within the Assignments area by no later than Day 7.

Discussion 2: Weekly Questions

Due: Day 6
Value: 60

Choose one of the three questions below. Share your response to the chosen prompt by Day 6.

1. Legal contracts can be complicated to draft. When multiple people work on a project, usually one person takes the lead. In writing purchasing contracts, who should take the lead: the legal expert or the purchasing expert? Please justify your answer with a logical argument or an example.
2. Selecting the wrong supplier can be very costly for a firm. However, there are many things to consider when selecting suppliers and it is not an exact science. What are some of the mistakes that can be made in supplier selection and evaluation?
3. Partnerships and strategic alliances are common in business. Please provide an example of a partnership or strategic alliance that helped a firm improve its purchasing. This example should come from the business press.

After you've submitted your initial post, check back and respond to two of your classmates' posts. Remember to offer substantive feedback. Share why you agree or disagree or how the student could have approached their position different.

Please post your response by Day 6 of this Week. Respond to at least two of your classmates' posts by end of Day 7.