

COURSE SYLLABUS

Sourcing and Supplier Relationship Development, 5 credits

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Course Code: J2SASR	Education Cycle: Second-cycle level
Confirmed: Mar 25, 2026	Disciplinary domain: Social sciences
Valid From: Aug 31, 2026	Subject group: Business Administration
	Specialised in: A1N Second cycle, has only first-cycle course/s as entry requirements
	Main field of study: Business Administration

Intended Learning Outcomes (ILO)

On completion of the course you will be able to:

Knowledge and Understanding

1.1 Demonstrate current, advanced, and specialised knowledge (concepts, theories, frameworks) in the course content, applying and integrating this expertise to solve complex problems.

Skills and Abilities

2.2 Critically analyse complex issues using theories and data and justifying solutions with rigorous, evidence-based reasoning.

3.2 Deliver compelling oral presentations relating to complex problems and critically discuss and defend their findings in academic and professional settings.

Judgement and Approach

4.1 Integrate ethical and sustainability considerations into the critical evaluation of organisational, market, and/or policy issues.

5.1 Exercise initiative, creativity, and entrepreneurial mindset to achieve innovative solutions in situations characterised by uncertainty and ambiguity.

Content

Global supply chain disruptions in recent years have elevated sourcing and supplier management to critical strategic functions. Organisations now recognise that procurement extends far beyond operational purchasing, it represents a key lever for creating customer value, managing risk, and achieving competitive advantage through strategic supplier collaboration.

This course offers an in-depth understanding of procurement's strategic role across different organisations and industries. You will explore the complete procurement process, including specification, supplier selection, negotiation, contracting, ordering, expediting, and evaluation. The course examines how procurement can evolve from a purely operational function focused on securing supply to a strategic function that creates customer value through supplier network collaboration.

Upon completion, you will understand procurement's role in achieving strategic supply chain goals and recognise the interconnections between production operations, procurement, and supplier relationship management in global supply chains. You will be able to analyse buyer-supplier dynamics, identify challenges and opportunities in supplier relationships, and develop solutions that strengthen partnerships and leverage competitive advantages. These capabilities prepare you to contribute strategically to procurement decisions and supplier network management in complex, multi-stakeholder environments.

Connection to Research

The course content is connected to three main research streams in the literature: the critical role of suppliers in business environments for proposing new customer values together with original equipment manufacturers, the vital role of suppliers in creating resilient supply chains, and the role of suppliers in sustainability performance of global supply chains.

Connection to Practice

You will investigate how sourcing managers can develop and manage relationships with different supplier groups.

Connection to Ethics, Responsibility, Sustainability (ERS)

In this course, you investigate how sustainable sourcing can be implemented in organisations, given that stakeholder expectations continue to intensify, customers are increasingly aware of environmental and social issues, and they expect firms to make resilient and sustainable choices.

Type of Instruction

The course is taught on campus, through lectures and seminars. It includes individual and group work.

Attendance is expected for scheduled on-campus sessions and may be compulsory for some sessions.

Language of instruction is English.

Entry Requirements

The applicant must hold the minimum of a Bachelor's degree (i.e the equivalent of 180 ECTS credits at an accredited university). At least 30 ECTS must be in Business Administration. Proof of English proficiency is also required.

Examination and Grades

The course is graded A, B, C, D, E, FX or F.

Individual written exam (ILOs: 1.1, 2.2, 4.1, 5.1), representing 1,5 credits

This exam assesses your ability to apply the theories discussed during the course to provide appropriate interpretations of supply chain functions, operations, and strategies, and to propose solutions to supply chain problems.

Individual oral exam (ILOs: 1.1, 3.2), representing 1 credit

This exam evaluates your ability to apply the theories discussed in the course verbally. We also evaluate your ability to discuss supply chain topics in a more dynamic environment, where you have the chance to further clarify your thoughts and answers.

Group assignment (ILOs: 1.1, 2.2, 3.2, 4.1, 5.1), representing 2,5 credits

The students work in groups to identify supply chain challenges in sourcing and supplier management, and discuss how global companies can address them.

All parts of the compulsory examination in the course must receive a passing grade before a final grade can be set. Grades are set in accordance with JIBS grading policy.

Registration of examination:

Name of the Test	Value	Grading
Individual written exam	1.5 credits	A/B/C/D/E/FX/F
Individual oral exam	1 credit	A/B/C/D/E/FX/F
Group assignment	2.5 credits	A/B/C/D/E/FX/F

Course Evaluation

The course evaluation is important for the continuous improvement of JIBS' courses and degree programmes. The examiner is responsible for ensuring that each course is evaluated, but as a student you are essential in this process. We rely on your input to understand how we can improve. At the outset of a course the student representatives are identified. In the middle of the course there should be an opportunity for the student representatives (or a larger group of students) to share reflections on how the course is progressing. At the end of the course, you will get a course evaluation survey to fill in. The examiner will then host a debrief meeting with the student representatives to discuss improvement opportunities, based on the course evaluation data and comments.

Other Information

As a JIBS student, you are expected to maintain strong academic integrity. You must act within the boundaries of academic rules and expectations relating to all types of teaching and examination.

Copying someone else's work is a particularly serious offence and can lead to disciplinary action. When you use someone else's work without proper citation or transparency about where it came from, you are committing plagiarism. Cutting and pasting without clearly acknowledging the original source is a textbook example of plagiarism.

You must also act responsibly when using Generative AI tools. Acting responsibly includes staying informed about the school's AI-policy, understanding what rules apply in each course, and properly declaring or disclaiming any use of generative AI. You are accountable for all content you submit, including AI-assisted material. Using AI without disclosure or beyond what is allowed in a course is a violation of academic integrity and will be subject to the same academic consequences as other forms of misconduct, which may include failing the assignment, failing the course, or further disciplinary action according to school policy.

The Jönköping University library offers online and in-person support for assisting you in identifying relevant sources, using and referencing literature, and creating texts that meet academic standards and integrity.

Other forms of academic misconduct include (but are not limited to) adding your name to a project you did not contribute to (or allowing someone to add their name), cheating during an examination, helping other students to cheat or submitting other students' work as your own, and using non-allowed electronic equipment during an examination. All such actions may result in disciplinary measures.

Course Literature

Please note that the course literature may be revised up to eight weeks before the start of the course.

Van Weele, A. J., and Rozemeijer, F. (2026). *Procurement and supply chain management*, latest edition, Cengage Learning EMEA.

Scientific articles provided at the start of the course