



Master 2 Management des Projets Internationaux
Faculté des Sciences Economiques et de Gestion

International purchasing management

COURSE SYLLABUS

About the lecturer:

Patrick Dancourt, Steelcase European Procurement Director, email: pdancour@steelcase.com

Biography:

Since 2003, Patrick Dancourt is the European Procurement Director of Steelcase (World leader of the office furniture industry) and he coordinates purchasing teams based in France, Germany and Spain.

He has an engineering degree in Civil Engineering (INSA Lyon) completed by a Licence en Sciences Economiques (Université Lyon II) and a Master of Sciences in Transportation Engineering (Cornell University). M. Dancourt, during his military service, was in charge of Cultural and Technical cooperation in the French Embassy in Venezuela in Caracas.

In 1984, he started his career as a consultant in Industrial organization and business strategy.

In 1989, he joined Salomon as sub-Director Europe Logistics and lead for 5 years various projects to improve the downstream Supply Chain.

In 1993, he joined Steelcase Inc., world leader in the office furniture industry. At Steelcase, he has been in charge of various positions in Operations : Logistic Director France, Information Systems Europe, Quality Director, and Managing Director UK.

Since 2003, he is the European Procurement Director, in charge of industrial and non-industrial purchasing.

M. Dancourt, is 55, he is married and has two children.

The course:

This course provides the concepts and tools necessary to understand the supply Chain and purchasing functions in a global environment. A special focus will be put on some critical current challenges (low cost country sourcing, rising material costs, business continuity and risk management, the management of the performance of the suppliers). The course will be articulated around the 5 following lectures.

Lecture 1: Supply Chain management in a global economy

Lecture 2: Rising material costs and how to deal with it

Lecture 3: Low cost country sourcing

Lecture 4: Managing the performance of the suppliers

Lecture 5: Risk management in a global economy

Learning outcomes:

After completing this course the students should:

- Understand the key objectives and challenges of an International Purchasing organization
- How to deal and moderate the impact of raw material inflation
- How to leverage global opportunities to satisfy business needs through a reliable and cost effective Supply Chain
- How to define, measure and manage the performance of a supplier base
- How to establish and leverage KPI to control an international purchasing function

Methodology

Lectures and real case studies or exercises to be presented at the end of the session.

The lecturer will evaluate the students as follows:

- Attendance/participation : 20%
- Study cases and group presentations: 80%
- Final exam: none

Participants will be asked to evaluate the course before getting their mark.

Bibliography :

Required reading material:

- xxx

Other references :

- yyy