



COURSE SYLLABUS

Purchasing and Sales, 7.5 credits

Purchasing and Sales, 7,5 högskolepoäng

Course Code:	MLDK13	Education Cycle:	First-cycle level
Confirmed by:	Council for Undergraduate and Masters Education Jan 4, 2013	Disciplinary domain:	Social sciences
Revised by:	Director of Education Oct 31, 2024	Subject group:	FE1
Valid From:	Jan 19, 2026	Specialised in:	G1F
Version:	8	Main field of study:	Business Administration

Intended Learning Outcomes (ILO)

On completion of the course the students will be able to:

Knowledge and understanding

1. describe basic concepts with sales and purchasing and explain the importance of purchasing and sales for the organisation
2. explain the interdependence between different functions within and across organizations needed to work effectively and efficient with purchasing and sales

Skills and abilities

3. analyse purchasing problems and use purchasing methods and techniques to solve those problems
4. analyse sales problems and use sales methods to solve those problems

Judgement and approach

5. recognize, evaluate and report ethical and environmental issues related to situations of purchasing and sales

Contents

Purchasing and sales aims at developing the student's ability to work creatively and actively in purchasing and sales. The student is trained in relevant techniques and methods for purchasing and sales.

Important parts of the course are

- Sales, including complex sales
- The changing role of purchasing
- Entry strategies
- Sales methods
- Evaluation of buyer/seller relationships
- Strategic purchasing
- Ethics

Type of instruction

The course includes lectures and seminars. Problem-based learning is emphasised. Students are expected to plan and take responsibility for self-studies, including reading assigned course literature and completing group assignments.

The teaching is conducted in English.

The teaching is conducted in English.

Prerequisites

30 credits in Business Administration or Economics including 15 credits in Business Administration (or the equivalent). Proof of English proficiency is required.

Examination and grades

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

The examination consists of a written exam, an individual seminar and a group project.

ILOs are assessed through examination:

Individual written exam (ILOs: 1, 2, 3, 4, 5) representing 5 credits

Case seminar (ILOs: 3, 4, 5) representing 1 credits

Course project (ILOs: 3, 4, 5) representing 1.5 credits

Registration of examination:

Name of the Test	Value	Grading
Examination	5 credits	A/B/C/D/E/FX/F
Case seminar	1 credit	A/B/C/D/E/FX/F
Course project	1.5 credits	A/B/C/D/E/FX/F

Course evaluation

It is the responsibility of the examiner to ensure that each course is evaluated. At the outset of the course, the programme evaluators in the course must be contacted. In the middle of the course, the examiner should meet the programme evaluators to identify strengths/weaknesses in the first half of the course.

At the end of the course, the examiner should remind students to fill in the survey. The examiner should also call a meeting with the programme evaluators to debrief the course, based on course evaluation data and comments. The next time the course runs, students should be informed of any measures taken to improve the course based on the previous course evaluations.

At the end of each study period, JIBS' Director of Quality and Accreditation crafts a "Course Evaluation Quarter Report", presenting the quantitative results from course evaluation surveys. The Associate Dean of Education, The Associate Deans of Faculty, Programme Directors, and JSA President and Quality receive the report.

Other information

Academic integrity

JIBS students are expected to maintain a strong academic integrity. This implies to behave 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 copy someone else's work, you are plagiarising. You must not copy sections of work (such as paragraphs, diagrams, tables and words) from any other person, including another student or any other author. Cutting and pasting is a clear example of plagiarism. There is a workshop and online resources to assist you in not plagiarising called the Interactive Anti-Plagiarism Guide.

Other forms of breaking academic integrity include (but are not limited to) adding your name to a project you did not work on (or allowing someone to add their name), cheating on an examination, helping other students to cheat and submitting other students work as your own, and using non-allowed electronic equipment during an examination. All of these make you liable to disciplinary action.

Course literature

Van Weele, Arjan & Rozemeijer, Frank (2022), *Procurement and Supply Chain Management*, 8th Edition, Cengage

Selected articles. A complete list will be available at course start and the readings will all be available online.