

SCM 7044 (G01/A01) (3.0 CH)
SUPPLY RELATIONSHIP MANAGEMENT
FALL 2023

INSTRUCTOR

Name:	Idris Adelakun	Office Location:	TBA
Phone:	2044309990	Office Hours:	(by appointment only)
Fax:	TBA	Class Room:	539 Drake
Email:	Idris.adelakun@umanitoba.ca	Class Time:	Thursday, 6:15 PM – 9:30 PM

COURSE DESCRIPTION

Successful Supplier Relationship Management (SRM) needs effective contract and performance management in place for the selected suppliers. Also, a successful SRM program needs full engagement from the key stakeholders across the business. However, engaging internal stakeholders in SRM activities is challenging and the ability to sell internally and externally is essential. Since maximizing the value that is captured from major suppliers delivers significant business benefits, this course covers the approaches needed internally and externally to secure value delivery from suppliers.

COURSE OBJECTIVES

On course completion, you should be able to:

- Know how to segment a supply base and implement SRM.
- Understand the approaches to better manage an important supplier.
- Manage relationships with key suppliers across the entire business.
- Ensure compliance and manage a supplier in accordance with the contract.
- Understand supplier performance measurement system and KPIs.
- Conduct supplier review meetings.
- Manage supplier improvements and strategic relationships.
- Identify how a strategic supplier can help create competitive advantages.
- Develop approaches for strategic relationships to collaborate on key initiatives.

COURSE MATERIALS

O'Brien, Jonathan. (2022), *Supplier Relationship Management, 3rd Edition*: Kogan Page. 9781398602250 (Paperback) 9781398602267 (ebook).

Additional readings may be assigned through the semester and will be available on UM Learn.

COURSE ASSESSMENT

Student progress will be assessed through:

- Test 1 (worth 20%)
- Test 2 (worth 30%)
- Individual Assignment (worth 10%)
- Group Project Paper (worth 20%)
- Group Project Presentation (worth 10%)
- Participation (worth 10%)

Test 1: October 19

The test will be based on required readings and class materials. It will take 1 hour 30 minutes to complete the test. The test will be held during class time.

Test 2: November 30

The test will be based on required readings and class materials. It will take 2 hours to complete the test. The test will be held during class time.

Individual Assignment: Due on November 2

You will submit one written assignment. Guidelines and instructions will be posted through UM Learn. This assignment is worth 10% of your total grade.

Group Project: Due on November 23

In the business world, you'll frequently work on projects or create reports in groups or teams. This is a group project that will be graded as a group. Individual grades may be affected by peer evaluations. Everyone on the team is expected to contribute equally to the project's research, planning, and presentation.

Group Project Presentation: Due on November 23

Your group will present your findings, and it is worth 10% of your total grade.

Participation:

You are expected to attend and participate in class activities. Asking and answering questions in class, as well as participating in discussions, are examples of class involvement. You will work in groups to present on a variety of subjects. The presentation of each group, as well as their involvement in other group presentations, will be used for evaluation.

- Class participation will be assessed on a per class basis as follows:
 - o 0 points – unexcused absence from class and group meetings.
 - o 1 point – present for class but does not contribute to the class discussion or excused absence from class and group meetings.
 - o 2 points - answers questions posed by others without being called upon; some contribution to the class/group discussion.
 - o 3 points – actively contributes to class/group discussion by raising issues or contributing insight related to the discussion.

I will be using the below letter-grading scale. In the event of a skewed distribution of grades at the end of the term, the cumulative marks may be curved up or down as necessary.

Cumulative Marks	Grade	GPA	Performance
93-100	A+	4.5	Excellent
90-92.99	A	4.0	Very Good
85-89.99	B+	3.5	Good
80-84.99	B	3.0	Satisfactory
75-79.99	C+	2.5	Marginal
70-74.99	C	2.0	Unsatisfactory
60-69.99	D	1.0	Unsatisfactory
59.99 and below	F	0.0	Unsatisfactory

NOTE: Class attendance is required. Missing more than 20% of this course due to absences may result in a failing grade. It is your responsibility to inform your professor in advance of your absence and the reason for it (medical documentation or employer note if away for a work commitment) is required. The professor decides how to deal with the impact of missed classes on your final grade.

COURSE SCHEDULE

Session	Topic & Activities	Requirements
Sep 21	Introduction Intro to the Supply Base Values of the Supply Base	Chapter 1 and 2
Sep 28	Intro to SRM Segmentation of Supply Base	Chapter 3 and 4
Oct 5	Supplier Performance Measurement (SPM) Building and acting upon SPM	Chapter 5, 6 & 7
Oct 12	Supplier Improvement and Development Process Supplier Management	Chapter 8 & 9

Oct 19	Test 1 (6:30 PM – 8:00 PM) Topics for Test 1: Chapter 1 to 9	
Oct 26	Supplier Management Contract Management	Chapter 9 & 10
Nov 2	Relationship Management Strategic Collaboration (Individual Assignment Due)	Chapter 11 & 13
Nov 9	Innovation from Suppliers Governance and SRM	Chapter 14 & 15
Nov 16	No Class – Fall Term Break	
Nov 23	Group Project and Presentation	
Nov 30	Test 2 (6:30 PM – 8:30 PM) Topics for Test 2: Chapter 10, 11, 13, 14, and 15	

ACADEMIC REGULATIONS AND STUDENT SERVICES

HUMAN ETHICS APPROVAL FOR DATA COLLECTION

As part of coursework, if you will be collecting data from people who are not students in this class, you must obtain Human Ethics approval from the UofM's Research Ethics Board (REB) prior to data collection. This applies to data collection such as surveys, interviews, focus groups, experiments, video recording, etc., where a respondent is solicited for participation.

If the entire class will be working on the same project, your instructor will apply for human ethics approval from the REB. If individuals or small groups of students will be working on different projects, it is the responsibility of the students to obtain approval (only one group member needs to apply). Your instructor will tell you whether s/he will be or you need to. **When in doubt, please talk to your instructor.**

Instructions and forms to apply for human ethics approval can be found at:

<http://umanitoba.ca/research/orec/ethics/guidelines.html>

In most cases, you will be using the "Protocol Submission Form" which is under the "REB Forms - Fort Garry Campus" heading.

It can take up to six weeks to process human ethics applications and obtain approval. Therefore, plan early. Note that approval must be obtained prior to data collection and cannot be obtained during the data collection phase or retroactively. Violation can get you, your instructor, and the Asper School in serious trouble with the REB.

The following do not require REB approval:

- a) Projects where students are conducting the research on themselves during class time;

- b) Projects involving the use of records or information that is in the public domain, including the use of anonymous secondary data and surveys or questionnaires that have already been published;
- c) Projects involving the use of naturalistic observation where there is no reasonable expectation of privacy (i.e. public park).
- d) Practicum or job training projects where students are fully integrated into the organization's operational practices and are not conducting research;
- e) Projects where the intent is to use the information to provide advice, diagnosis, identification of appropriate interventions or general advice for a client;
- f) Projects where the intent is to develop skills which are standard practice within a profession (e.g. observation, assessment, intervention, evaluation, auditing); or
- g) Projects where the information gathering processes are part of the normal professional relationship between the student and the participants.

If you have any questions, please contact humanethics@umanitoba.ca or your instructor.

UNCLAIMED ASSIGNMENT POLICY

Pursuant to the FIPPA Review Committee's approved recommendations of August 15, 2007, all unclaimed student assignments will become the property of the faculty and will be subject to destruction six months after the completion of any given academic term.

STUDENT SERVICES AND SUPPORTS

The University of Manitoba provides many different services that can enhance learning and provide support for a variety of academic and personal concerns. You are encouraged to visit the below websites to learn more about these services and supports. If you have any questions or concerns, please do not hesitate to contact your instructor or the Graduate Program Office.

For Information on...	...follow this link
Course Outlines, Year-at-a-Glance, Concentrations, Textbooks, VW Dates and Final Exams	Asper Graduate Student Resources
Exam Rescheduling Policy - <i>Please refer to Missing a Test/Exam on page 18 of the MBA Student Handbook</i>	MBA Student Handbook
Help with research needs such as books, journals, sources of data, how to cite, and writing	Library Resources
Tutors, workshops, and resources to help you improve your learning, writing, time management, and test-taking skills	Writing and Learning Support
Support and advocacy for students with disabilities to help them in their academic work and progress	Student Accessibility Services
Copyright-related questions and resources to help you avoid plagiarism or intellectual property violations	Copyright Office

Student discipline bylaws, policies and procedures on academic integrity and misconduct, appeal procedures	Academic Integrity
Policies & procedures with respect to student discipline or misconduct, including academic integrity violations	Student Discipline
Students' rights & responsibilities, policies & procedures, and support services for academic or discipline concerns	Student Advocacy
Your rights and responsibilities as a student, in both academic and non-academic contexts	Your rights and responsibilities
Full range of medical services for any physical or mental health issues	University Health Service
Information on health topics, including physical/mental health, alcohol/substance use harms, and sexual assault	Health and Wellness
Any aspect of mental health, including anxiety, stress, depression, help with relationships or other life concerns, crisis services, and counselling.	Student Counselling Centre
Support services available for help regarding any aspect of student and campus life, especially safety issues	Student Support Case Management
Resources available on campus, for environmental, mental, physical, socio-cultural, and spiritual well-being	Live Well @ UofM
Help with any concerns of harassment, discrimination, or sexual assault	Respectful Work and Learning Environment
Concerns involving violence or threats, protocols for reporting, and how the university addresses them	Violent or Threatening Behavior

ACADEMIC INTEGRITY

I.H. Asper School of Business, The University of Manitoba

It is critical to the reputation of the I. H. Asper School of Business and of our degrees that everyone associated with our faculty behaves with the highest academic integrity. As the faculty that helps create business and government leaders, we have a special obligation to ensure that our ethical standards are beyond reproach. Any misconduct in our academic transactions violates this trust. The University of Manitoba Graduate Calendar addresses the issue of academic misconduct under the heading "Plagiarism and Cheating." Specifically, acts of academic misconduct include, but are not limited to:

- using the exact words of a published or unpublished author without quotation marks and without referencing the source of these words
- duplicating a table, graph or diagram, in whole or in part, without referencing the source

- paraphrasing the conceptual framework, research design, interpretation, or any other ideas of another person, whether written or verbal (e.g., personal communications, ideas from a verbal presentation) without referencing the source
- copying the answers of another student in any test, examination, or take-home assignment
- providing answers to another student in any test, examination, or take-home assignment
- taking any unauthorized materials into an examination or term test (crib notes)
- impersonating another student or allowing another person to impersonate oneself for the purpose of submitting academic work or writing any test or examination
- stealing or mutilating library materials
- accessing tests prior to the time and date of the sitting
- changing name or answer(s) on a test after that test has been graded and returned
- submitting the same paper or portions thereof for more than one assignment, without discussions with the instructors involved.

Many courses in the I. H. Asper School of Business require group projects. Students should be aware that group projects are subject to the same rules regarding academic misconduct. Because of the unique nature of group projects, all group members must exercise extraordinary care to insure that the group project does not violate the policy on Academic Integrity. Should a violation occur on a group project, all group members will be held jointly accountable, no matter what their individual level of involvement in the specific violation.

Some courses, while not requiring group projects, encourage students to work together in groups (or at least do not prohibit it) before submitting individual assignments. Students are encouraged to discuss this issue as it relates to academic integrity with their instructor to avoid violating this policy.

In the I. H. Asper School of Business, all suspected cases of academic misconduct involving a graduate student (i.e. MBA, MFin, MSCM, MSc or PhD student) will be reported directly by the instructor to the Dean of the Faculty of Graduate Studies.

FACULTY BIOGRAPHY

I.H. Asper School of Business, The University of Manitoba

Idris Adelakun

Department of Supply Chain Management
I.H. Asper School of Business

Idris is an educator of organizational leadership, project management and engineering management. He makes every student feel welcome and demonstrates empathy for them. Idris has mentored many professionals in leading by example.

He received a Ph.D. in Leadership with a specialization in Organizational Management from Carolina University, USA, an M.Sc. in Biosystems Engineering and a certificate in Supervisory Management from University of Manitoba. He also earned a B.Sc. in Agricultural and Environmental Engineering from University of Ibadan and a diploma in Agricultural Engineering from the Polytechnic Ibadan. Idris completed a certificate in Supply Chain Management and Capacity Planning.

Idris holds professional certifications including Project Management Professional (PMP), Professional Engineer (P.Eng.) of Engineers Geoscientists Manitoba, and Certified Professional in Engineering Management (CPEM).

Idris has over nine years of experience in a Canadian business organization.

His research work was published in a reputable academic journal in the United States.