

Procurement and Supply Chain Management

Prepared by Dr. Tarek Mohamed

MGM 431

Orientation Show



The background features a series of vertical panels with rounded ends. The first panel shows hands typing on a laptop. The second panel shows a graduation cap icon. The third panel shows a play button icon. The fourth panel shows a target icon. The fifth panel shows an open book icon. The sixth panel shows a magnifying glass icon. The seventh panel shows a group of people icon. The eighth panel shows a bar chart icon. The ninth panel shows a line graph icon. The tenth panel shows a pie chart icon. The eleventh panel shows a scatter plot icon. The twelfth panel shows a bar chart icon. The thirteenth panel shows a line graph icon. The fourteenth panel shows a pie chart icon. The fifteenth panel shows a scatter plot icon. The sixteenth panel shows a bar chart icon. The seventeenth panel shows a line graph icon. The eighteenth panel shows a pie chart icon. The nineteenth panel shows a scatter plot icon. The twentieth panel shows a bar chart icon. The twenty-first panel shows a line graph icon. The twenty-second panel shows a pie chart icon. The twenty-third panel shows a scatter plot icon. The twenty-fourth panel shows a bar chart icon. The twenty-fifth panel shows a line graph icon. The twenty-sixth panel shows a pie chart icon. The twenty-seventh panel shows a scatter plot icon. The twenty-eighth panel shows a bar chart icon. The twenty-ninth panel shows a line graph icon. The thirtieth panel shows a pie chart icon. The thirty-first panel shows a scatter plot icon. The thirty-second panel shows a bar chart icon. The thirty-third panel shows a line graph icon. The thirty-fourth panel shows a pie chart icon. The thirty-fifth panel shows a scatter plot icon. The thirty-sixth panel shows a bar chart icon. The thirty-seventh panel shows a line graph icon. The thirty-eighth panel shows a pie chart icon. The thirty-ninth panel shows a scatter plot icon. The fortieth panel shows a bar chart icon. The forty-first panel shows a line graph icon. The forty-second panel shows a pie chart icon. The forty-third panel shows a scatter plot icon. The forty-fourth panel shows a bar chart icon. The forty-fifth panel shows a line graph icon. The forty-sixth panel shows a pie chart icon. The forty-seventh panel shows a scatter plot icon. The forty-eighth panel shows a bar chart icon. The forty-ninth panel shows a line graph icon. The fiftieth panel shows a pie chart icon. The fifty-first panel shows a scatter plot icon. The fifty-second panel shows a bar chart icon. The fifty-third panel shows a line graph icon. The fifty-fourth panel shows a pie chart icon. The fifty-fifth panel shows a scatter plot icon. The fifty-sixth panel shows a bar chart icon. The fifty-seventh panel shows a line graph icon. The fifty-eighth panel shows a pie chart icon. The fifty-ninth panel shows a scatter plot icon. The sixtieth panel shows a bar chart icon. The sixty-first panel shows a line graph icon. The sixty-second panel shows a pie chart icon. The sixty-third panel shows a scatter plot icon. The sixty-fourth panel shows a bar chart icon. The sixty-fifth panel shows a line graph icon. The sixty-sixth panel shows a pie chart icon. The sixty-seventh panel shows a scatter plot icon. The sixty-eighth panel shows a bar chart icon. The sixty-ninth panel shows a line graph icon. The seventieth panel shows a pie chart icon. The seventy-first panel shows a scatter plot icon. The seventy-second panel shows a bar chart icon. The seventy-third panel shows a line graph icon. The seventy-fourth panel shows a pie chart icon. The seventy-fifth panel shows a scatter plot icon. The seventy-sixth panel shows a bar chart icon. The seventy-seventh panel shows a line graph icon. The seventy-eighth panel shows a pie chart icon. The seventy-ninth panel shows a scatter plot icon. The eightieth panel shows a bar chart icon. The eighty-first panel shows a line graph icon. The eighty-second panel shows a pie chart icon. The eighty-third panel shows a scatter plot icon. The eighty-fourth panel shows a bar chart icon. The eighty-fifth panel shows a line graph icon. The eighty-sixth panel shows a pie chart icon. The eighty-seventh panel shows a scatter plot icon. The eighty-eighth panel shows a bar chart icon. The eighty-ninth panel shows a line graph icon. The ninetieth panel shows a pie chart icon. The ninety-first panel shows a scatter plot icon. The ninety-second panel shows a bar chart icon. The ninety-third panel shows a line graph icon. The ninety-fourth panel shows a pie chart icon. The ninety-fifth panel shows a scatter plot icon. The ninety-sixth panel shows a bar chart icon. The ninety-seventh panel shows a line graph icon. The ninety-eighth panel shows a pie chart icon. The ninety-ninth panel shows a scatter plot icon. The hundredth panel shows a bar chart icon.

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Course Agenda

Chapter

01

- 1-Introduction about the professor of the course.
- 2-Introduction to the course.
- 3-Primary goal of this course.
- 4-Learning outcomes.
- 5-Learning resources.
- 6-Units of course contents.
- 7-Assessment method.
- 8-Academic calendar.

Dr.Tarek Mohamed

- **Adjunct Professor at Post-Graduate Studies and Research Department - Faculty of Commerce -Cairo University**
- **Doctorate degree in Business Administration- (Major Supply Chain)-Cairo University.**
- **Master degree in Business Administration- Arab Academy for Science & Technology and Maritime Transport .**
- **Executive Management Diploma- The American University in Cairo.**
- **Supply chain consultant & certified trainer in manufacturing and service fields.**
- **Professional consultant of applying Value Chain framework analysis at manufacturing companies.**

☐ **How to reach me ?**

- **By Email : tarek.mohamed @ midocean.edu.km**
- **Pls include "Procurement and Supply Chain Management " in the subject line.**
- **Via Moodle messages.**

☐ **Vimeo Meeting.**

- **Discussion time on Tuesday (9-10 PM) Every Week.**

Primary Goal of this Course

- ☐ To outline the key features of supply chain management.
- ☐ To understand the role of logistics and supply chain management.
- ☐ To understand how procurement adds value.
- ☐ To examine sourcing and the management of suppliers.
- ☐ To understand the negotiation skills, practice and business benefits
- ☐ To appreciate the issues involved in contract & tendering management.
- ☐ To consider world-class procurement to enhance business performance and sustainability.

Learning Outcomes

At the end of the course, the students will be able to :

- Evaluate the role of supply-chain management and identify the impact of tangible and intangible components of supply chains.
- Construct a procurement management plan to ensure the effective integration of supply-chain components throughout the project life cycle.
- Critique the issues associated with a given project supply chain and recommend appropriate adjustments to the project to account for these issues.
- Construct a procurement management plan that reflects the company's procurement needs.
- Analyze different types of contracts and the risks associated with each type of contract and determine contract incentives.
- Evaluate and recommend best practices for vendor management and contract-procurement monitoring.

Credit Hours: 3 Credit Hours.

➤ **Required Textbook :**

Procurement and Supply Chain Management; Tenth Edition; by Kenneth Lyons & Brian Farrington.

➤ **Essential References :**

The main material and reference for each course will be the textbook mentioned in the course specifications, lecture notes and slides are additional resources that are prepared by the professor.

Units of Course Contents

Course Unit	No.of Weeks	Contact Hours
Lecture 1- Introduction to supply chain management.	1st	3
Lecture 2- Understanding logistics and supply chains.	2nd	3
Lecture 3- The scope and influence of procurement.	3rd	3
Lecture 4- Foundational knowledge of procurement.	4th	3
Lecture 5- Procurement Systems.	5th	3
Lecture 6- Sourcing and the management of suppliers.	6th	3
Lecture 7- Negotiation skills, practice and business benefits	7th	3
Lecture 8 -Tender management.	8th	3
Lecture 9 - Contract management.	9th	3
Lecture 10 -World-class procurement to enhance business performance and sustainability.	10th	3

التقويم الأكاديمي للفصل الدراسي الثاني 2025

بداية الفصل الدراسي	2025/05/31
آخر موعد للاعتذار عن مقرر دراسي أو الفصل الدراسي	2025/07/05
بداية الاختبارات النهائية	2025/08/30
نهاية الاختبارات النهائية	2025/09/06

31/05/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 1
إجازة عيد الأضحى المبارك من 06/06/2025 إلى 13/06/2025		
14/06/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 2
21/06/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 3
28/06/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 4
05/07/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 5
آخر موعد للاعتذار عن الفصل أو عن مقرر		
12/07/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 6
19/07/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 7
26/07/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 8
02/08/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 9
09/08/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 10
16/08/2025	محاضرة - حلقة نقاش - اختبار قصير	الأسبوع 11
23/08/2025	حلقة نقاش	الأسبوع 12
30/08/2025	بداية الاختبارات النهائية	الأسبوع 13
06/09/2025	نهاية الاختبارات النهائية	الأسبوع 13

الأعمال وتوزيع درجات الفصل الدراسي الثاني 2025 لمرحلتي البكالوريوس والماجستير

الأعمال	توزيع الدرجات - 100%
محاضرة مسجلة تُتاح يوم السبت من كل أسبوع دراسي	حضور المحاضرة مع ضرورة حل الأسئلة المصاحبة
اختبار أسبوعي قصير مصاحب للمحاضرة	8 درجات لكل اختبار قصير بمجموع 80%
حلقة نقاش افتراضية أسبوعية لمناقشة محتوى المحاضرة المسجلة	الحضور اختياري
الاختبار النهائي	20%

يتم احتساب الغياب من خلال حل الطالب للاختبار القصير المصاحب للمحاضرة الأسبوعية المسجلة، وفي حال تغيب الطالب عن 4 اختبارات قصيرة، يُحرم من دخول الاختبار النهائي للمقرر.

آخر موعد للاعتذار عن أي اختبار قصير يكون قبل إغلاق موعد الاختبار مع إرفاق الدلائل الثبوتية لأي أعذار قهرية أو مرضية عبر نموذج الاعتذار عن اختبار قصير عبر منصة (SIS).

آخر موعد للاعتذار عن الاختبار النهائي يكون قبل موعد عقد الاختبار مع إرفاق الدلائل الثبوتية لأي عذر قهري أو طبي عبر نموذج الاعتذار عن اختبار نهائي عبر منصة (SIS)، ولن يتم احتساب أي أعذار بعد نهاية الموعد.

يحق لإدارة الجامعة مراعاة بعض الظروف القهرية.



Thank You