

Course: Practicum Purchasing

credits: 3

Course code	IFVB19IKMPRI	Modes of delivery	Tutorial
Name	Practicum Purchasing	Assessments	Portfolio - Portfolio assessment
Study year	2022-2023		Purchasing and consultancy skills - Assignment
ECTS credits	3		Purchasing and negotiation - Assignment
Language	Dutch, with parts in English		
Coordinator	-		

Learning outcomes

The student:

- is familiar with and recognises current purchasing practice and reflects on this in their own development.
- carries out and presents a simple quantitative purchasing analysis in the capacity of an adviser.
- has insight in his/hers own development as a purchasing advisor-/ processmanager.
- identifies, assesses and correctly analyses negotiation tactics used in common professional contexts.
- conducts negotiations based on strict terms of reference.
- gives targeted – and theory-based – feedback on own and others' performance in negotiation situations.
- has insight into own negotiation strategies and draws up a performance analysis of own strengths/weaknesses in this regard.
- charts own development in negotiation situations, providing substantiation

Content

The student is familiar with and recognises purchasing practice and applies relevant skills (advisory and negotiation skills) to his/her own purchasing practice.

Included in programme(s)

International Facility Management exchange programme

School(s)

Institute of Future Environments