

Vak: Practicum Purchasing

credits: 3

Vakcode	IFVB19IKMPRI	Werkvormen	Werkcollege
Naam	Practicum Purchasing	Toetsen	Purchasing and consultancy skills - Opdracht
Studiejaar	2019-2020		Purchasing and negotiation - Opdracht
ECTS credits	3		
Taal	Nederlands		
Coördinator	A.A.G. Staal		

Leeruitkomsten

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

Inhoud

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

Opgenomen in opleiding(en)

Facility Management, major International Facility Management
International Facility Management exchange programme

School(s)

Instituut voor Facility Management