

# Hybrid Professional Master's Degree

## MBA in Purchasing Management





## Hybrid Professional Master's Degree MBA in Purchasing Management

Modality: Hybrid (Online + Internship)

Duration: 12 months

Certificate: TECH Global University

60 + 5 ECTS Credits

Website: [www.techtute.com/us/school-of-business/hybrid-professional-master-degree/hybrid-professional-master-degree-mba-purchasing-management](http://www.techtute.com/us/school-of-business/hybrid-professional-master-degree/hybrid-professional-master-degree-mba-purchasing-management)

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# 01

# Introduction

Lack of product supply, poor product quality, or an incorrect logistics process will undoubtedly cause a company to fail. However, these deficiencies are easily corrected if the company has an excellent purchasing department managed by a qualified professional. That is why TECH offers this university education with advanced and quality content, which allows students to acquire the necessary knowledge to effectively lead a crucial department in the strategy of any entity. A program that consists of a theoretical phase, 100% online, and a practical stay in a prestigious company, where the skills and abilities can be developed more directly and in a real work scenario.



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*This Hybrid Professional Master's Degree  
MBA in Purchasing Management will allow  
you to draw the best strategy in this field in  
your company”*

In recent years, the purchasing department has been acquiring great importance within companies due to the high competitiveness and the demands of consumers, who are looking for innovative and quality products. In this scenario, it is key to have excellent suppliers, establish agreements for the delivery and receipt of goods, and always keep an eye on profitability.

In addition, new technologies have given way, in many companies, to digitalization and changes in logistics. It is a new scenario where it is essential to have professionals capable of managing these departments with a new business vision and with all the management tools available. In this line, TECH has created this Hybrid Professional Master's Degree MBA in Purchasing Management, which provides students with a high-level education, with a theoretical and practical perspective.

Therefore, in this academic journey, students will delve into leadership, project management, strategic purchasing management, corporate social responsibility, and socio-ecological impact. You will gain an international vision and business expansion. To do this, this academic institution provides multimedia teaching resources that you can access comfortably whenever and wherever you want. All you need is a computer, tablet, or cell phone with an internet connection to view the syllabus hosted on the virtual platform.

Once the theoretical phase is completed, the graduate will carry out a practical internship in a prestigious company with a wide trajectory in its sector. This will allow you to acquire much more direct and essential learning in order to advance your professional career.

Undoubtedly, TECH offers this university program a unique academic option for those who wish to pursue a high-level education, with flexible access to its syllabus and a Practical Internship Program, which will lead you to develop in the Management of a Purchasing Department of a relevant company.

This **Hybrid Professional Master's Degree in MBA in Purchasing Management** contains the most complete and up-to-date educational program on the market.

The most important features include:

- ♦ Development of more than 100 case studies presented by experts in Purchasing Management and Direction
- ♦ Its graphic, schematic and practical contents provide current and assistance information on those administrative disciplines that are essential for professional practice
- ♦ In-depth knowledge of the Human Resources area, as well as its characteristics and management models
- ♦ Interactive learning system based on algorithms for decision-making on the practical cases presented
- ♦ Practice guides for the use of the main tools in Human Resources management
- ♦ All of this will be complemented by theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- ♦ Content that is accessible from any fixed or portable device with an Internet connection
- ♦ In addition, the graduate will be able to do an internship in an important company



*Lead your company's purchasing strategy with guarantees and make it grow, thanks to the knowledge you will gain in this Hybrid Professional Master's Degree MBA in Purchasing Management"*

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*Take an intensive 3-week stay in a prestigious center and acquire all the knowledge you need to successfully manage the Purchasing Department of large companies”*

In this proposed Hybrid Professional Master's Degree, of a professional nature and blended mode, the program is aimed at updating professionals who develop their functions in the Purchasing Department and require a high qualification level. The contents are based on the latest scientific evidence and oriented in an educational way to integrate theoretical knowledge into sales and commercial practice, and the theoretical-practical elements will facilitate the updating of knowledge and allow decision-making within the business strategy.

Thanks to the multimedia content, developed with the latest educational technology, it will allow the professional Purchasing Department Manager to learn in a contextual and situated way, that is, a simulated environment that will provide an immersive learning programmed to train in real situations. This program is designed around Problem-Based Learning, whereby the professional must try to solve the different professional practice situations that arise throughout the program. For this purpose, the student will be assisted by an innovative interactive video system created by renowned experts.

*TECH puts the most innovative pedagogical tools at your fingertips. Access them, 24 hours a day, from any electronic device with an internet connection.*

*Take firm and safe steps in the acquisition of products for your company, thanks to the project management tools that you will obtain in this program.*



02

# Why Study this Hybrid Professional Master's Degree?

Keeping up to date with the most effective procedures and methodologies in Purchasing Management requires constant updating due to the advances in technology and science. The administration and leadership of a company require qualified professionals in each department to efficiently assume their tasks. In view of this need and the little time professionals currently have, TECH has designed a new teaching model with a theoretical space 100% online and a Practical Internship Program in a reference business center with the most cutting-edge experts. In this way, you will configure the competitive profile you need in today's labor market.





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*In just 12 months, you will be able to configure a much more competitive managerial profile according to the demands of today's labor market”*

### **1. Updating from the latest technology available**

This Hybrid Professional Master's Degree has the latest technology and methodology so that it can be done from the comfort of your chosen device. The theoretical part has exclusive study material and the most dynamic audiovisual resources, so you will complete the first 1500 hours in a comfortable and flexible way. Finally, you will have 120 hours of Internship Program in a business environment at the forefront of the proposed objectives.

### **2. Gaining In-Depth Knowledge from the Experience of Top Specialists**

This program has a specialized academic itinerary in Purchasing Management that has been developed by the most knowledgeable professors with a specific profile and extensive experience in the area. Likewise, not only in theory but also in practice, you will be accompanied by a tutor assigned to meet the established goal.

### **3. Entering first-class professional environments**

TECH carefully selects all available centers for Internship Programs. Thanks to this, the professional will have guaranteed access to a prestigious business environment in the area of Purchasing Management. In this way, you will be able to see the day-to-day work of a demanding, rigorous, and exhaustive work area, always applying the most modern work methodology.





#### **4. Combining the Best Theory with State-of-the-Art Practice**

Thanks to the constant innovation and study of the most effective teaching methods, TECH has achieved this new semi-attendance academic proposal in which the professional will be able to develop all his talent in terms of management and leadership functions in a purchasing department from the first day.

#### **5. Expanding the Boundaries of Knowledge**

TECH facilitates the professional and personal expansion that today's worker needs with this Hybrid Professional Master's Degree. This unique and progressive program will allow you to move towards success in just 12 months and with a learning method based on *Relearning* and practice to enhance your talents.

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*You will have full practical immersion  
at the center of your choice"*

# 03 Objectives

The design of this university program will lead students to obtain, over 12 months, intensive learning on Purchasing Management. A key knowledge for their personal and professional development, where competitiveness and differentiation mark the market. To achieve this, TECH provides innovative educational resources that can be accessed 24 hours a day from any electronic device with an Internet connection. Flexibility in a theoretical phase, which is complemented by a practical stay in a reference entity in its sector. With all this, this academic institution seeks to promote the professional career of its students.



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*This Hybrid Professional Master's Degree program in Purchasing Management gives you the opportunity to excel and set new challenges in the business world”*



## General Objective

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- Within the business strategy, the Purchasing Department is essential to obtain benefits, quality service with suppliers, and generating final satisfaction of customers who buy the products. Therefore, the general objective of this Hybrid Professional Master's Degree MBA in Purchasing Management is to offer the most advanced theoretical and practical knowledge that will allow students to successfully achieve these goals in their company



*This updating program will provide you with the knowledge you need to confidently lead the Purchasing Management of your next business project"*





## Specific Objectives

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- ♦ Define procurement policies within the framework of integrated logistics
- ♦ Define the policies, practices and levers that shape purchasing management, as well as customer-supplier relations
- ♦ Use the most appropriate purchasing tools for the selection and evaluation of the best suppliers
- ♦ Structure requirements in the area of purchasing
- ♦ Implement a productivity improvement and cost reduction plan
- ♦ Evaluate and measure results by identifying key indicators
- ♦ Develop negotiation strategies that generate stable and positive relationships with suppliers
- ♦ Elaborate a strategic plan for the purchasing department
- ♦ Define the financial implications of purchasing management on the company's profitability
- ♦ Acquire leadership skills that will allow a more fluent development of the professional work

# 04 Skills

In Purchasing Management, it is extremely important to master the tools of project management and economic analysis in order to establish the appropriate strategies. All this will be possible thanks to this university education, which will also allow students to enhance their leadership skills and abilities in an area of great value in the business world.







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*This Hybrid Professional Master's Degree will provide you with the keys you will need to lead the Purchasing Department or to start up your project with guarantees”*



## General Skills

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- Perform and manage the performance and audit of purchases
- Search and select the most suitable suppliers for the company
- Have an international logistics planning to improve the company's profits
- Apply the highest levels of quality in all processes and projects
- Plan purchases according to the company's strategy
- Adequately supervise the quality of deliveries
- Acquire skills to maintain an adequate relationship with suppliers and customers
- Expand skills for the analysis of the company's financial situation

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*The skills you will develop after completing this program will enable you to achieve the professional success you desire”*





## Specific Skills

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- Carry out a financial diagnosis of the company
- Conduct a market analysis to understand the situation of the company and its competitors
- Improve purchasing and procurement processes
- Understand the importance of audits in the company's purchasing and procurement process
- Understand the company and the logistics process from an international strategic perspective
- Obtain knowledge of commercial, labor and tax law related to the company
- Master the Lean Tools for Project Management
- Know the responsible management tools

05

# Course Management

TECH has assembled a complete team of teachers with reputable knowledge in the pedagogical area, specifically in business, administration, and purchasing. This meeting makes possible the highest quality and current content due to its active work profile. In this way, the professionals will have the support they need to enhance their skills and develop new competencies that will be put into practice immediately in the modern business sector.





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*Experts in international expansion, Corporate Social Responsibility, and Auditing make up the teaching staff of this program”*

## International Guest Director

Manuel Arens is an experienced data management professional and leader of a highly qualified team. In fact, Arens holds the position of global procurement manager in Google's Technical Infrastructure and Data Center division, where he has spent most of his career. Based in Mountain View, California, he has provided solutions for the tech giant's operational challenges, such as master data integrity, vendor data updates and vendor prioritization. He has led data center supply chain planning and vendor risk assessment, generating process and workflow management improvements that have resulted in significant cost savings.

With more than a decade of work providing digital solutions and leadership for companies in diverse industries, he has extensive experience in all aspects of strategic solution delivery, including marketing, media analytics, measurement and attribution. In fact, he has received several awards for his work, including the BIM Leadership Award, the Search Leadership Award, Export Lead Generation Program Award and the EMEA Best Sales Model Award.

Arens also served as Sales Manager in Dublin, Ireland. In this role, he built a team of 4 to 14 members over three years and led the sales team to achieve results and collaborate well with each other and cross-functional teams. He also served as Senior Industry Analyst, Hamburg, Germany, creating storylines for over 150 clients using internal and third party tools to support analysis. Developed and wrote in-depth reports to demonstrate his mastery of the subject matter, including understanding the macroeconomic and political/regulatory factors affecting technology adoption and diffusion.

He has also led teams at companies such as Eaton, Airbus and Siemens, where he gained valuable account and supply chain management experience. He is particularly noted for continually exceeding expectations by building valuable customer relationships and working seamlessly with people at all levels of an organization, including stakeholders, management, team members and customers. His data-driven approach and ability to develop innovative and scalable solutions to industry challenges have made him a prominent leader in his field.



## Mr. Arens, Manuel

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- Senior Manager, B2B Analytics and Technology at Google, USA
- Sales Director at Google, Ireland
- Senior Industry Analyst at Google, Germany
- Account Manager at Google, Ireland
- Accounts Payable at Eaton, UK
- Supply Chain Manager at Airbus, Germany

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*Thanks to TECH, you will be able to learn with the best professionals in the world”*

## Management



### D. Larrosa Guirao, Salvador

- ◆ Finance Specialist
- ◆ Expert in Market Research, Finance and Risk Analysis
- ◆ University Lecturer

## Professors

### Ms. Gomis Noriega, Silvia

- ◆ Specialist in innovation
- ◆ R&D&I Coordinator
- ◆ Technology Transformation Expert
- ◆ Teacher





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*This academic proposal will provide you with all the necessary knowledge to lead the purchasing department of the most important companies”*

# 06

## Educational Plan

The curriculum of this university degree has been designed to offer the most relevant and essential content in Purchasing Management. Thanks to it, students will be able to expand their knowledge and skills in leadership, economic management, and logistics. In addition, thanks to the multimedia didactic material, you will acquire much more attractive and dynamic learning about project management, market research, or strategic management. This excellent theoretical education is complemented by an Internship Program in a prestigious company, where you will be able to apply the concepts obtained in a real work environment.



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*A team of excellent professionals with experience in Purchasing Management will be responsible for providing you with a practical and useful learning experience”*

## Module 1. Management and Leadership

- 1.1. General Management
  - 1.1.1. Integrating Functional Strategies into the Global Business Strategies
  - 1.1.2. Management Policy and Processes
  - 1.1.3. Society and Enterprise
- 1.2. Strategic Management
  - 1.2.1. Establishing the Strategic Position: Mission, Vision, and Values
  - 1.2.2. Developing New Businesses
  - 1.2.3. Growing and Consolidating Companies
- 1.3. Competitive Strategy
  - 1.3.1. Market Analysis
  - 1.3.2. Sustainable Competitive Advantage
  - 1.3.3. Return on Investment
- 1.4. Corporate Strategy
  - 1.4.1. Driving Corporate Strategy
  - 1.4.2. Pacing Corporate Strategy
  - 1.4.3. Framing Corporate Strategy
- 1.5. Planning and Strategy
  - 1.5.1. The Relevance of Strategic Direction in the Management Control Process
  - 1.5.2. Analysis of the Environment and the Organization
  - 1.5.3. Lean Management
- 1.6. Talent Management
  - 1.6.1. Managing Human Capital
  - 1.6.2. Environment, Strategy, and Metrics
  - 1.6.3. Innovation in People Management
- 1.7. Management and Leadership Development
  - 1.7.1. Leadership and Leadership Styles
  - 1.7.2. Motivation
  - 1.7.3. Emotional Intelligence
  - 1.7.4. Efficient Meetings

- 1.8. Change Management
  - 1.8.1. Performance Analysis
  - 1.8.2. Leading Change. Resistance to Change
  - 1.8.3. Managing Change Processes
  - 1.8.4. Managing Multicultural Teams
- 1.9. Negotiation
  - 1.9.1. Intercultural Negotiation
  - 1.9.2. Negotiation Focuses
  - 1.9.3. Effective Negotiation Techniques
  - 1.9.4. Restructuring

## Module 2. Logistics and Economic Management

- 2.1. Financial Diagnosis
  - 2.1.1. Indicators for Analyzing Financial Statements
  - 2.1.2. Profitability Analysis
  - 2.1.3. Economic and Financial Profitability of a Company
- 2.2. Economic Analysis of Decisions
  - 2.2.1. Budget Control
  - 2.2.2. Competitive Analysis. Comparative Analysis
  - 2.2.3. Decision-Making. Business Investment or Divestment
- 2.3. Investment Valuation and Portfolio Management
  - 2.3.1. Profitability of Investment Projects and Value Creation
  - 2.3.2. Models for Evaluating Investment Projects
  - 2.3.3. Sensitivity Analysis, Scenario Development, and Decision Trees
- 2.4. Financial Management for Purchasing Management
  - 2.4.1. Multiplier Effect of Purchases on Profits
  - 2.4.2. Profitability and Cost Reduction
  - 2.4.3. Opportunity Cost of Assets
- 2.5. Economic Control of Purchases
  - 2.5.1. KPI, Key Purchasing Management Indicators
  - 2.5.2. Impact on Total Costs of Proper KPI Management
  - 2.5.3. Economic and Purchasing Control Scorecard

- 2.6. Warehouse, Stock and Logistics Management
    - 2.6.1. Purchasing Logistics Management
    - 2.6.2. Stock Management
    - 2.6.3. Warehouse Management
  - 2.7. Supply Chain Management
    - 2.7.1. Costs and Efficiency of the Operations Chain
    - 2.7.2. Change in Demand Patterns
    - 2.7.3. Change in Operations Strategy
  - 2.8. Logistical Processes
    - 2.8.1. Organization and Management by Processes
    - 2.8.2. Procurement, Production, Distribution
    - 2.8.3. Quality, Quality Costs, and Tools
    - 2.8.4. After-Sales Service
  - 2.9. Logistics and Customers
    - 2.9.1. Demand Analysis and Forecasting
    - 2.9.2. Sales Forecasting and Planning
    - 2.9.3. Collaborative Planning Forecasting and Replacement
  - 2.10. International Logistics
    - 2.10.1. Customs, Export and Import processes
    - 2.10.2. Methods and Means of International Payment
    - 2.10.3. International Logistics Platforms
- Module 3. Management**
- 3.1. New Competitive Environment
    - 3.1.1. Technological Innovation and Economic Impact
    - 3.1.2. Knowledge Society
    - 3.1.3. The New Consumer Profile
  - 3.2. Quantitative Research Methods and Techniques
    - 3.2.1. Variables and Measurement Scales
    - 3.2.2. Information Sources
    - 3.2.3. Sampling Techniques
    - 3.2.4. The Treatment and Analysis of Data
  - 3.3. Qualitative Research Methods and Techniques
    - 3.3.1. Direct Techniques: Focus Group
    - 3.3.2. Anthropological Techniques
    - 3.3.3. Indirect Techniques
    - 3.3.4. The Two Face Mirror and The Delphi Method
  - 3.4. Market Segmentation
    - 3.4.1. Market Typologies
    - 3.4.2. Concept and Analysis of the Demand
    - 3.4.3. Segmentation and Criteria
    - 3.4.4. Defining the Target Audience
  - 3.5. Types of Buying Behavior
    - 3.5.1. Complex Behavior
    - 3.5.2. Dissonance Reducing Behavior
    - 3.5.3. Variety Seeking Behavior
    - 3.5.4. Habitual Purchasing Behavior
  - 3.6. Marketing Information Systems
    - 3.6.1. Conceptual Approaches to Marketing Information Systems
    - 3.6.2. Data Warehouse and Data Mining
    - 3.6.3. Geographical Information Systems
  - 3.7. Research Project Management
    - 3.7.1. Information Analysis Tools
    - 3.7.2. Developing an Expectation Management Plan
    - 3.7.3. Assessing the Feasibility of Projects
  - 3.8. Marketing Intelligence
    - 3.8.1. Big Data
    - 3.8.2. User Experience
    - 3.8.3. Applying Techniques

#### **Module 4. Project and Quality Management for Buyers**

- 4.1. Lean Management
  - 4.1.1. The Basic Principles of Lean Management
  - 4.1.2. Improvement and Problem-Solving Groups
  - 4.1.3. New Forms of Maintenance and Quality Management
- 4.2. Lean Tools for Project Management
  - 4.2.1. Quality Improvement Tools
  - 4.2.2. Cost Improvement Tools
  - 4.2.3. Deadline Improvement Tools
  - 4.2.4. Tools for Improving Personnel Involvement
- 4.3. Practical Application of Lean Management: Basic Principles and Rules
  - 4.3.1. Identification of Waste in Purchasing and Procurement
  - 4.3.2. Practical Application of the 4 Lean Rules
  - 4.3.3. Univocal Definition of Subprocesses by Means of SIPOC
- 4.4. Lean Six Sigma in Purchasing Processes
  - 4.4.1. Maximize Value through the DMAIC Improvement Approach
  - 4.4.2. Diagnosis of Process Capability and Improvement Potential
  - 4.4.3. Use of Process and Result Metrics in Procurement
- 4.5. Project Quality Management
  - 4.5.1. Project Planning Based on Requirements and Specifications
  - 4.5.2. Customer Requirements and Competitive Evaluation
  - 4.5.3. Objectives, Relationships and Correlations
  - 4.5.4. Modal Analysis of Failures and Effects
- 4.6. Total Quality Management and Advanced Project Management
  - 4.6.1. Total Quality Management
  - 4.6.2. Six Sigma as a Global Business Management System
  - 4.6.3. EFQM Model
- 4.7. Map of the Value Chain in Purchasing Processes
  - 4.7.1. Identification of Specific Improvement Objectives
  - 4.7.2. Adjustment and Balancing of Processes to Reduce Non-value Time and Optimize Resources

#### **Module 5. Purchasing and Procurement Function**

- 5.1. Purchasing and Value Chain
  - 5.1.1. Mission, Objective and Structure of the Purchasing and Procurement Department
  - 5.1.2. Main Components of the Purchasing Department
  - 5.1.3. Purchasing and Logistic Flow of the Company
  - 5.1.4. Indicator Management, Scorecard
- 5.2. Purchasing Strategy Development
  - 5.2.1. Purchase Conditions
  - 5.2.2. Management of Receipts, Orders and Delivery Notes
  - 5.2.3. Incident and Inventory Management
- 5.3. Price, Cost and Purchase Value Analysis
  - 5.3.1. Category Management
  - 5.3.2. RFP and RFQ Systems
  - 5.3.3. International Pricing Index
  - 5.3.4. Dynamic Pricing
- 5.4. Purchasing Risk Management
  - 5.4.1. Nature of the Risk
  - 5.4.2. Risks in the Supply Market
  - 5.4.3. Insurance
  - 5.4.4. Price Risks, Volatility
- 5.5. e-procurement
  - 5.5.1. E-Business and E-Sourcing
  - 5.5.2. Auctions and Reverse Auctions
  - 5.5.3. Application Costs and Most Commonly Used Systems
  - 5.5.4. E-Purchasing
- 5.6. Purchasing in Different Industries and Sectors
  - 5.6.1. Purchase of Services
  - 5.6.2. Purchase of Equipment
  - 5.6.3. Purchase of Merchandising, Marketing and Advertising
  - 5.6.4. IT, Transportation and Other Sectors
  - 5.6.5. Procurement in the Public Sector

## Module 6. Strategic Purchasing Management

- 6.1. Strategic Purchasing Management
  - 6.1.1. New Challenges in Purchasing, Sourcing and Procurement Management
  - 6.1.2. Purchasing Function in Companies and in the Supply Chain
  - 6.1.3. Purchasing Function as a Resource Provider
  - 6.1.4. Legal Aspects of Purchasing Function
- 6.2. Lean Management in Purchasing Processes
  - 6.2.1. Lean Buying
  - 6.2.2. Outsourcing in the SCM
  - 6.2.3. Lean Supplying
- 6.3. Purchasing Strategy Design
  - 6.3.1. Externalization
  - 6.3.2. Process Outsourcing
  - 6.3.3. Globalization
  - 6.3.4. Relocation
- 6.4. Outsourcing-Insourcing
  - 6.4.1. Purchasing Models and Processes
  - 6.4.2. Segmentation Models
  - 6.4.3. Role of e-Procurement
- 6.5. Strategic Sourcing
  - 6.5.1. Supplier Selection and Strategy
  - 6.5.2. Value Generation from Strategic Procurement
  - 6.5.3. Logistic Operators in Procurement
- 6.6. Warehouse Design and Management
  - 6.6.1. Advanced Warehouse Design
  - 6.6.2. Picking and Sorting
  - 6.6.3. Material Flow Control
- 6.7. Lean Warehouse
  - 6.7.1. The Fundamentals of Lean Warehousing
  - 6.7.2. Inventory Management Systems
  - 6.7.3. Radio Frequency in Warehouse Design

- 6.8. Transportation and Distribution Management
  - 6.8.1. Coordination Between Transport and Warehousing
  - 6.8.2. Logistics Activity Zones (LAZ)
  - 6.8.3. Air and Inland Freight Transportation Regulations and Agreements
- 6.9. Internal Logistics
  - 6.9.1. Calculation of Requirements
  - 6.9.2. Typology of Warehouses in a JIT System
  - 6.9.3. Douki Seisan Supplies
  - 6.9.4. Lean Materials Handling

## Module 7. Supplier Relationship Management

- 7.1. Supplier Search Planning
  - 7.1.1. Bidding Process and Criteria Development
  - 7.1.2. Identifying Potential Suppliers
  - 7.1.3. Supplier Selection
- 7.2. Supplier Selection Criteria
  - 7.2.1. Economic Criteria
  - 7.2.2. Quality Criteria
  - 7.2.3. Other Criteria
- 7.3. Supplier Relationship Management
  - 7.3.1. Ethics in Relations
  - 7.3.2. Recruitment Planning
  - 7.3.3. Acquisition of Services
- 7.4. Integrating Suppliers in the Value Chain
  - 7.4.1. Phases in the Process of Integration
  - 7.4.2. Risks and Control Parameters
  - 7.4.3. Monitoring
  - 7.4.4. Integration Breakdown

- 7.5. Commercial Law
  - 7.5.1. Salepurchase Agreement
  - 7.5.2. Payments and Delinquencies
  - 7.5.3. Performance Bonds
  - 7.5.4. Liability for Damage Caused by Defective Products
  - 7.5.5. Lease Agreements
- 7.6. Labor Law
  - 7.6.1. Contracting of Works and Services
  - 7.6.2. Joint Several Labor Liability
  - 7.6.3. Subsidiary Liability of Social Security
  - 7.6.4. Occupational Hazard Prevention
- 7.7. Tax Law
  - 7.7.1. Tax Responsibilities in Subcontracting
  - 7.7.2. Tax Implications of Purchases
- 7.8. Contract Management and Administration
  - 7.8.1. Negotiation and Implementation
  - 7.8.2. Results Monitoring and Control
  - 7.8.3. Contract Closure

## Module 8. Socio-ecological Impact

- 8.1. Corporate Social Responsibility
  - 8.1.1. Strategic Vision and Corporate Social Responsibility
  - 8.1.2. Systems and Models for Implementing CSR
  - 8.1.3. Organization of CSR
  - 8.1.4. Roles and Responsibilities
- 8.2. SCM and Corporate Responsibility
  - 8.2.1. Value Creation in an Economy of Intangibles
  - 8.2.2. CSR: Corporate Commitment
  - 8.2.3. Social, Environmental, and Economic Impact
- 8.3. Responsible Finance and Investment
  - 8.3.1. Transparency in Information
  - 8.3.2. Finance and Responsible Investment
  - 8.3.3. Social Economy, Cooperativity and Corporate Social Responsibility

- 8.4. Business and Environment
  - 8.4.1. Sustainable Development
  - 8.4.2. Legislative Development in Environmental Responsibility
  - 8.4.3. Response of Companies to Environmental Problems
  - 8.4.4. Waste and Emissions
- 8.5. Responsible Management Systems and Tools
  - 8.5.1. Social Responsibility Management Systems
  - 8.5.2. Quality Management Systems, the Environment and Occupational Health and Safety
  - 8.5.3. Audits
- 8.6. Business ethics
  - 8.6.1. Ethical Behavior in Companies
  - 8.6.2. Deontology and Ethical Codes
  - 8.6.3. Fraud and Conflicts of Interest

## Module 9. Global Sourcing

- 9.1. Global Economic Environment
  - 9.1.1. The Fundamentals of the Global Economy
  - 9.1.2. The Globalization of Companies and Financial Markets
  - 9.1.3. Growth and Development in Emerging Markets
  - 9.1.4. International Monetary System
- 9.2. Adaptation of Purchasing to Global Sourcing
  - 9.2.1. Purchasing Structure
  - 9.2.2. The Need for New Skills
  - 9.2.3. Intermediaries BORRAR
- 9.3. Import Management
  - 9.3.1. Customs, Export and Import processes
  - 9.3.2. International Commerce Institutions and Agreements
  - 9.3.3. Customs Legislation
  - 9.3.4. Plant Management and International Purchasing



- 9.4. International Logistics Distribution
    - 9.4.1. International Logistics Platforms
    - 9.4.2. International Transport Operator
    - 9.4.3. Hubs and Distribution
  - 9.5. Incoterms and International Document Management
    - 9.5.1. Exportation or Implantation
    - 9.5.2. Agency, Distribution and International Sales and Purchase Agreements
    - 9.5.3. Industrial and Intellectual Property
    - 9.5.4. Taxes and Tariffs Classification
  - 9.6. Methods and Means of International Payment
    - 9.6.1. Payment Method Selection
    - 9.6.2. Documentary Credit
    - 9.6.3. Bank Guarantee and Documentary Credit
  - 9.7. International Lean Logistics
    - 9.7.1. Lean Basis with Application in International Logistics
    - 9.7.2. Main Implications and Requirements
    - 9.7.3. Other Methodologies to Improve the Process
- 
- Module 10. Performance and Auditing**
- 10.1. General Aspects of Business Management Indicators
    - 10.1.1. Functions of Management Indicators
    - 10.1.2. Indicator Panel and Balance Score Card
    - 10.1.3. Logistics Indicators
  - 10.2. Starting Material Purchase Indicators
    - 10.2.1. Efficiency Indicators
    - 10.2.2. Economic Indicators
    - 10.2.3. Internal Customer Relations Indicators
    - 10.2.4. Procurement Effectiveness Indicators
    - 10.2.5. Procurement Efficiency Indicators
    - 10.2.6. Purchasing Objectives
  - 10.3. Service Purchasing Indicators
    - 10.3.1. Economic Indicators
    - 10.3.2. Procurement Effectiveness Indicators
    - 10.3.3. Efficiency Indicators
    - 10.3.4. Relationship Indicators
    - 10.3.5. Indicators of Relationship with our Internal Customers
  - 10.4. Other Indicators
    - 10.4.1. Performance Indicators
    - 10.4.2. Purchasing Team Productivity Indicators
  - 10.5. Purchasing Audit
    - 10.5.1. General Auditing Policy
    - 10.5.2. Audit Objectives
    - 10.5.3. Scope of the Audit in Terms of Purchase Control
    - 10.5.4. Internal Audits, Training, and Contractor Policies and Procedures
  - 10.6. Benchmarking in Purchasing Management
    - 10.6.1. Types of Benchmarking
    - 10.6.2. How to Benchmark the Market
    - 10.6.3. Benefits and Advantages of the Application of Benchmarking in a Purchasing Department
    - 10.6.4. Benchmarking Measurement



*This Hybrid Professional Master's Degree will allow you to advance your career in flexible training with high-quality multimedia content"*

07

# Clinical Internship

Once the theoretical phase of this university degree is completed, students will enter a practical stay, which will allow them to observe and apply the main concepts acquired throughout this Hybrid Professional Master's Degree. Therefore, during this period, they will be able to deal with real situations in the Purchasing Department, obtaining an intensive learning experience, which will be very useful for their professional progress in the business world.



“

*Do your internship in one of the leading companies in its sector, with an excellent team of professionals in charge of the Purchasing Department”*

Students who take this Hybrid Professional Master's Degree will have the opportunity to complete a 3-week Internship Program in a leading company with extensive experience in its sector. Therefore, from Monday to Friday, for 8 consecutive hours, the graduate will have the opportunity to work in a real business scenario, where they will be able to develop their skills in Purchasing Management.

During this period, students will be tutored by highly qualified professionals with extensive experience in this department. Their extensive knowledge in this area will be a great support for the students who seek to progress in the business field with the help of the best experts.

In this practical stage, students will be able to assist in the selection of suppliers, budgeting, and contract management or collaborate in the planning and management of a purchasing department, which is essential to guarantee each logistics and supply operation.

The internship will be carried out with the active participation of the student performing the activities and procedures of each area of competence (learning to learn and learning to do), with the accompaniment and guidance of teachers and other training partners that facilitate teamwork and multidisciplinary integration as transversal competencies for Purchasing management praxis (learning to be and learning to relate).





The procedures described below will be the basis of the practical part of the training, and their implementation will be subject to the center's own availability and workload, the proposed activities being the following:

Module	Practical Activity
<b>Management Core</b>	Make use of the technology and resources available to the company
	Identify the purchasing need
	Generate a purchase request with the required products or services
	Establish a request for quotation and review the received quotations
	Verify the delivery of products or services to ensure that it is complete and meets specified requirements
	Manage the contracts of each supplier
<b>Purchasing Management and Strategy</b>	Select the best offer based on specified criteria such as price, availability, and quality
	Place a purchase order, which, once accepted by the supplier, becomes a contractual agreement that includes the most important terms and conditions
	Verify the documentation received and generated from this activity
	Support in the management and planning of the company's stock
	Propose alternatives to solve the possible casuistry of a case
<b>International Expansion, CSR and Auditing</b>	Perform verification of compliance with its requirements to the suppliers of the Supply Chain
	Support in the search and selection of competitive suppliers
	Collaboration in the planning and management of the purchasing department based on a budget
	Elaborate a strategy to optimize resources and save costs for the company, avoiding future mistakes
	Analyze the prices granted by the supplier through a market study

## Civil Liability Insurance

This institution's main concern is to guarantee the safety of the trainees and other collaborating agents involved in the internship process at the company. Among the measures dedicated to achieve this is the response to any incident that may occur during the entire teaching-learning process.

To this end, this entity commits to purchasing a civil liability insurance policy to cover any eventuality that may arise during the course of the internship at the center.

This liability policy for interns will have broad coverage and will be taken out prior to the start of the practical training period. That way professionals will not have to worry in case of having to face an unexpected situation and will be covered until the end of the internship program at the center.



## General Conditions for Practical Training

The general terms and conditions of the internship program agreement shall be as follows:

**1. TUTOR:** During the Hybrid Professional Master's Degree, students will be assigned with two tutors who will accompany them throughout the process, answering any doubts and questions that may arise. On the one hand, there will be a professional tutor belonging to the internship center who will have the purpose of guiding and supporting the student at all times. On the other hand, they will also be assigned with an academic tutor whose mission will be to coordinate and help the students during the whole process, solving doubts and facilitating everything they may need. In this way, the student will be accompanied and will be able to discuss any doubts that may arise, both clinical and academic.

**2. DURATION:** The internship program will have a duration of three continuous weeks, in 8-hour days, 5 days a week. The days of attendance and the schedule will be the responsibility of the center and the professional will be informed well in advance so that they can make the appropriate arrangements.

**3. ABSENCE:** If the students does not show up on the start date of the Hybrid Professional Master's Degree, they will lose the right to it, without the possibility of reimbursement or change of dates. Absence for more than two days from the internship, without justification or a medical reason, will result in the professional's withdrawal from the internship, therefore, automatic termination of the internship. Any problems that may arise during the course of the internship must be urgently reported to the academic tutor.

**4. CERTIFICATION:** Professionals who pass the Hybrid Professional Master's Degree will receive a certificate accrediting their stay at the center.

**5. EMPLOYMENT RELATIONSHIP:** the Hybrid Professional Master's Degree shall not constitute an employment relationship of any kind.

**6. PRIOR EDUCATION:** Some centers may require a certificate of prior education for the Hybrid Professional Master's Degree. In these cases, it will be necessary to submit it to the TECH internship department so that the assignment of the chosen center can be confirmed.

**7. DOES NOT INCLUDE:** The Hybrid Professional Master's Degree will not include any element not described in the present conditions. Therefore, it does not include accommodation, transportation to the city where the internship takes place, visas or any other items not listed.

However, students may consult with their academic tutor for any questions or recommendations in this regard. The academic tutor will provide the student with all the necessary information to facilitate the procedures in any case.

08

# Where Can I Do the Clinical Internship?

The itinerary of this Hybrid Professional Master's Degree includes a practical internship in a prestigious company in its sector and with a wide business background. In this scenario, students will be able to directly apply the concepts acquired during the syllabus provided. For this purpose, they will also have the support of professionals with extensive experience in the Purchasing Management of the company.





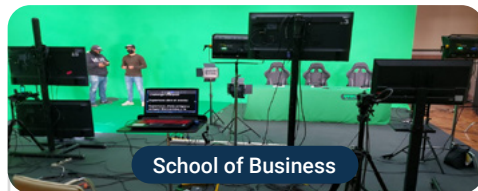
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*You will start a practical experience in a 100% real business environment with professionals specialized in the Purchasing area”*

## tech 42 | Where Can I Do the Clinical Internship?



Students can take the practical part of this Hybrid Professional Master's Degree at the following centers:



### Gaming Partners

Country	City
Mexico	Mexico City

Address: Poniente 75 Col. 16 de septiembre  
Alcaldía Miguel Hidalgo

Company specialized in gaming marketing and  
videogame development.

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#### Related internship programs:

- People Management
- Sales and Commercial Management





### Grupo Línea 7

Country	City
Mexico	Mexico City

Address: Avenida Tláhuac número interior C número exterior 1021 Col. Lomas Estrella 1A sección Iztapalapa C.P. 09880 cdmx

Company focused on the manufacture and distribution of bicycles nationwide.

**Related internship programs:**

- People Management
- Business Economics and Statistics



*Enroll now and advance in your field of work with a comprehensive program that will allow you to put into practice everything you have learned"*

09

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



## A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.





In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



# 10 Certificate

This Hybrid Professional Master's Degree in MBA in Purchasing Management guarantees students, in addition to the most rigorous and up-to-date education, access to a Hybrid Professional Master's Degree diploma issued by



“

*Successfully complete this program  
and receive your university qualification  
without having to travel or fill out  
laborious paperwork”*

This program will allow you to obtain your **Hybrid Professional Master's Degree diploma in MBA in Purchasing Management** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra ([official bulletin](#)). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Hybrid Professional Master's Degree in MBA in Purchasing Management**

Course Modality: **Hybrid (Online + Internship)**

Duration: **12 months**

Certificate: **TECH Global University**

Recognition: **60 + 5 ECTS Credits**



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.

future

health

confidence people

education

information tutors

guarantee accreditation teaching

institutions technology learning

community commitment

personalized service innovation

knowledge

pre quality

online training

development

classroom



## Hybrid Professional Master's Degree MBA in Purchasing Management

Modality: Hybrid (Online + Internship)

Duration: 12 months

Certificate: TECH Global University

60 + 5 ECTS Credits

# Hybrid Professional Master's Degree

## MBA in Purchasing Management

