



Basic Purchasing impacts the effectiveness of all areas of an organization. Purchasing agents and managers have an increasing capability to impact the bottom line. The Purchasing and Supply Chain Management Program gives you the skills and tools needed to successfully face increasing emphasis on supply chain management.

The PASCM program is three modules of 21 hours each. The total program is 63 hours.

### **Module 1: Fundamentals of Purchasing and Supply Chain Management**

- Specifications and Standardization
- The Procurement of Equipment
- Purchasing Services
- Relationship and Contract Management
- Supplier Development
- Ethical and Professional Standards
- Legal Considerations
- Buyer – Supplier Relationships

### **Module 2: Intermediate Purchasing and Supply Chain Management**

- New Product Development
- Total Cost of Ownership
- Outsourcing: make or buy
- Sourcing
- Pricing
- Cost Analysis
- Types of Compensation
- Negotiation

### **Module 3: World Class Purchasing and Supply Chain Management**

- E-commerce
- Cross Functional Teams
- Quality Management
- Global Supply Management
- World Class Supply Management
- Purchasing becomes Supply Management
- Supply Management: an organization spanning act
- Supply Management: social responsibilities

**\* You will be awarded UTPA Certificates after each module**  
\*You will be awarded UTPA wooden Plaque after completing 3 modules