Class Activities

# Chapter 10: Supplier Management

**Activity 1:** **Individual Exercise**

Learning objective: Identify the goals of supplier management

Have students define supplier management individually. Illustrate the goals of supplier management with the use of a real-world example. Select several students to present their work to the whole class.

**Activity 2: Activity for Small Groups**

Learning objective: Describe the various tasks of the supplier management process and demonstrate how metrics are used to rate supplier performance

Explain the buyer-supplier relationship continuum and draw the continuum (similar to Figure 10.4) on the board. Have students form at least three groups. Assign each group to one of the three buyer-supplier relationships: transactional, collaborative, strategic alliance. Have each group find a real-world example of buyer-supplier that is in the specific relationship as assigned. Write the example on a post note. Explain the characteristics of the relationship and what are involved in managing the specific relationship to the class. Place the post note on the appropriate location of the relationship continuum. Come together as a whole class and comment on the distribution of the post notes on the continuum.

**Activity 3:** **Activity for Small Groups**

Learning objective: Describe the unique challenges involved in managing global suppliers

Explain the four sourcing strategies and draw two axes on the board with the level of value impact as the vertical axis and the level of supply risk as the horizontal axis (similar to Figure 10.3). Have students form at least four groups. Assign each group to one of the four sourcing strategies: leveraged, strategic, noncritical, and bottleneck. Have each group find an item that a company would purchase with a global supplier using the assigned strategy. Write the item and the names of the company and its global supplier on a post note. Explain the group’s value-impact choice and the challenges involved in managing the global supplier to the class. Place the post note on the graph according to the item’s value and risk characteristics. Come together as a whole class and comment on the distribution of post notes on the graph.