



# Your TXDOLIÂFDWLRQ

&-36 TXDOL4FDWLRQV DUH UHJXODWHG LQWHUQDWLRQDOO\ WR HQVXUH  
VWDQGDUG LQ SURFXUHPHQW DQG VXSSO\ &-36 /HYHO 'LSORPD LQ 3U  
D YRFDWLRQDOO\ UHODWHG SURIHVVLRQDO TXDOL4FDWLRQ )RUPDO UH  
UHJXODWRU\ IUDPHZRUNV RI DQ LQFUHDVLQJ QXPEHU RI FRXQWULHV VX  
DQG 1RUWKHUQ -UHODQG 8\$( LQFOXGLQJ 'XEDL DQG \$IULFD LQFOXG  
RQ WKLV UHFRJQLWLRQ DQG WKH GHWDLOV RI FRUUHVSRQGGLQJ TXDOL4  
TXDOL4FDWLRQV IUDPHZRUNV DUH GHWDLOHG RQ RXU ZHEVLWH &-36 P

Who is it for?

7KLV TXDOL4FDWLRQ LV WKH HVVHQWLDO WRRONLW IRU DQ\RQH  
SODQQLQJ D FDUHHU LQ SURFXUHPHQW DQG VXSSO\  
'HYHORSHG DQG ZULWWHQ XVLQJ WKH SURFXUHPHQW DQG

# About our exams and your study commitments

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Objective Response exam format (OR)

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7KHVH TXHVWLRQV DOORZ \RX WR VHOHFW D UHVSRQVH IURP D OLVW RI SRVVLEOH DQVZHU

# Scope and Influence of Procurement and Supply [L4M1]

Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR LGHQWLYF  
DSSOLFDWLRQ RI WKH VRXUFLQJ SURFHVV DQG DQDO\VLV WKH SURFXUH  
LQ5XHGFH WKDW SURFXUHPHQW DQG VXSSO\ KDV DV D VRXUFH RI DGG

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# 'HIÂQLQJ Business Need [L4M2]

## Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR GHYLVH D EXVLQHVV FDVH UHTXLUHPHQWV WR EH H[WHUQDOO\ VRXUFHG DQG ZLOO XQGHUVWDQG WKH UROH RI PDUNH DQG FRPSHWLWLYH IRUFHV DV WKH\ VSHFL\ JRRG DQG VHU\LFHV LQ SURFXUHPHQW DQG V

## Module aim(s)

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7KH GHYHORSPHQW RI D EXVLQHVV FDVH DQG WKH DELOLW\ WR DQDO\ZH PDUNHWV DUH NHY RUJDQLVDWLRQ LV WR VXFFHVVIXOO\ VRXUFH DFWLYLW\ IURP H[WHUQDO VXSSOLHUV 6LPLC FOHDU GH4QLWLRQ RI VSHFL4FDWLRQV IRU WKURXJK OLIH FRQWUDFWV LV FUXFLDO WR RYH DFKLHYHPHQW 7KLV PRGXOH LV GHVLJQHG IRU WKRVH ZKR DUH H[SHFWHG WR DQDO\ZH LQ HYDOXDWH LQIRUPDWLRQ RQ WKH GL•HUHQW W\SHV RI PDUNHWV XWLQVHG E\ SURFXUHPHQW -W H[SORUHV D YDULHW\ RI HOHPHQWV WKDW XQGHUSLQ WKH GHYHORSPHQW RI EXVLQHVV VSHFL4FDWLRQV DQG FRQLGHUV WKH RSWLRQV WKDW VKRXOG EH H[SORUHG ZKHQ SURFXU VXSSO\ SHUVRQQHO DUH LQYROYHG LQ GH4QLQJ UHTXLUHPHQWV



Learning outcomes, assessment criteria and indicative content

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- 1.0 8QGHUVWDQG KRZ WR GHYLVH D EXVLQHVV FDVH IRU  
UHTXLUHPHQWV WR EH VRXUFHG IURP H[WHUQDO VXSSOLHUV
- 1.1 \$QDO\|VH KRZ EXVLQHVV QHHGV LQ5XHQFH SURFXUHPHQW  
GHFLVLRQV  
7\SH RI SXUFKDVH VXFH DV QHZ SXUFKDVH PRGL4HG UH  
EX\ VWUDLJKW UH EX\  
-PSOLFDWLRQV RI WKH EXVLQHVV QHHGV RQ WKH W\SHV RI  
SXUFKDVH  
3URFXUHPHQW V UROH LQ GHYHORSLQJ D EXVLQHVV FDVH
- 1.2 -GHQWLI\ KRZ FRVWV DQG SULFHV FDQ EH HVWLPDWHG IRU  
SURFXUHPHQW DFWLYLWLHV  
7\SHV RI PDUNHW GDWD WKDW FDQ SURYLGH LQIRUPDWLRQ  
RQ FRVWV DQG SULFHV  
'LUHFH DQG LQGLUHFH FRVWV  
3URGXFLQJ HVWLPDWHG FRVWV DQG EXGJHWV  
\$\$SURDFKHV WR WRWDO FRVWV RI RZQHUVKLS ZKROH OLIH  
F\FOH FRVWLQJ
- 1.3 \$QDO\|VH WKH FULWHULD WKDW FDQ EH DSSOLHG LQ WKH FUHDWLRQ  
RI D EXVLQHVV FDVH  
([DPSOHV RI FULWHULD W\SLFDOO\ DSSOLHG LQ WKH  
SURGXFWLRQ RI D EXVLQHVV FDVH FRVWV EHQH4WV  
RSWLRQV DOLJQPHQW ZLWK RUJDQLVDWLRQDO QHHGV DQG  
WLPHVFDQV  
%HQFKPDUNLQJ UHTXLUHPHQWV
- 1.4 -QWHUSUHW 4QDQFLDO EXGJHWV IRU WKH FRQWURO RI  
SXUFKDVHV  
7KH SXUSRVH RI 4QDQFLDO EXGJHWV  
&RVW HQWULHV DQG WLPLQJV RI FDK 5RZV  
3HUIRUPDQFH DQG FRQWURO RI EXGJHWV  
'HDOLQJ ZLWK YDULDQFHV WR EXGJHW

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2.0 8QGHUVWDQG PDUNHW PDQDJHPHQW LQ SURFXUHPHQW DQG

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# Commercial & R Q W U D F W L Q J [L4M3]

Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR GHVFULEH WKH NH\ HOHPH

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Learning outcomes, assessment criteria and indicative content

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1.0 8QGHUVWDQG WKH OHJDO LVVXHV WKDW UHODWH WR WKH  
IRUPDWLRQ RI FRQWUDFWV

1.1 \$QDO\NH WKH GRFXPHQDWLRQ WKDW FDQ FRPSULVH D  
FRPPHUFLDO DJUHHPHQW IRU WKH VXSSO\ RI JRRGV RU  
VHU\LFHV  
-QYLWDWLRQ WR WHQGHU RU UHTXHVW IRU TXRWDWLRQ  
6SHFL4FDWLRQ  
.H\ SHUIRUPDQFH LQGLFDWRUV .3-V  
&RQWUDFWXDO WHUPV  
3ULFLQJ DQG RWKHU VFKHG\XOHV VXFK DV IRU KHDWK  
DQG VDIHW\ UHFRUGV GHWDLOV RI VXSSOLHUV VWD• XVH  
RI VXE FRQWUDFWRUV QRQ GLVFORVXUH FRQ4GHQWLDOLW\  
DJUHHPHQWV

1.2 \$QDO\NH WKH GRFXPHQDWLRQ WKDW FDQ FRPSULVH D  
FRPPHUFLDO DJUHHPHQWV ZLWK FXVWRPHUV RU VXSSOLHUV  
-QYLWDWLRQV WR WUHDW RU LQYLWDWLRQV WR QHJRWLDWH  
5XOHV UHODWLQJ WR R•HU DQG DFFHSDQFH FRQVLGHUDWLRQ  
LQWHQWLQJ WR FUHDWH OHJDO UHODWLRQV DQG FDSDFLW\ WR  
FRQWUDFW  
7KH EDWWOH RI WKH IRUPV DQG SUHFHGHQFH RI FRQWUDFW  
WHUPV  
5LVNV SUHVHQWHG E\ FRQWUDFWLQJ RQ VXSSOLHUV WHUPV RU  
WKURXJK RUDO FRQWUDFWSPA`à`00P€`€ p€p0PÀ0` pP@`pp0PÀ00P •5p°@p0€P—SWXp4% @ @

# Ethical and Responsible 6RXUFLQJ [L4M4]

## Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR H[SODLQ WKH RSWLRQV DQ  
SURFHVVHV DYDLODEOH IRU VRXUFLQJ ZLWK H[WHUQDO VXSSOLHUV 7KH\ ZLOO DOVR H[DPL  
HWKLFDO LPSDFW DQG WKH LPSOLFWRQV RI FRUSRUDWH VRFLDO UHVSQRVLELOLW\ RQ W  
GHFLVLRQ

## Module aim(s)

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-Q DQ\ RUJDQLVDWLRQ D VLJQL4FDQW HOHPHQW RI SURFXUHPHQW DQG VXSSO\ DFWLYLW\ LV  
GHFLVLRQV WR LQWHUQDOO\ FRQGXFW DFWLYLW\ RU WR VRXUFH IURP DQ H[WHUQDO VXSSOL  
VHOHFWLRQ RI WKH FRUUHFW H[WHUQDO VXSSOLHUV LV D YLWDO FRQWULEXWRU WR RYHUDO  
VXFFHVV 7KLW PRGXOH HQDEOHV SHUVRQQHO ZLWK UROHV LQ SURFXUHPHQW DQG VXSSO\ W  
VHOHFWLRQ FULWHULD DQG VRXUFLQJ VWUDWHJLHV WR HQVXUH WKDW WKH RUJDQLVDWLRQ Z  
FRUUHFW FKRLFH RI H[WHUQDO VXSSOLHUV -W H[SODLQV RSWLRQV IRU VRXUFLQJ DQG H[DP  
SURFHVVHV WKDW FDQ EH DSSOLHG WR WKH DQDO\VLV RI SRWHQWLDO H[WHUQDO VXSSOLHUV  
GHP 1€



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3.0 8QGHUVWDQG FRPSOLDQFH LVVXHV ZKHQ VRXUFLQJ IURP  
VXSSOLHUV

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3.1 &RPSDUH WKH NH\ OHJLVODWLYH UHJXODWRU\ DQG  
RUJDQLVDWLRQDO UHTXLUHPHQWV ZKHQ VRXUFLQJ LQ WKH QRW  
IRU SUR4W SULYDWH DQG SXEOLF VHFWRUV  
7KH XVH RI FRPSHWLWLYH WHQGHULQJ SURFHVVHV  
7KH LPSDFW RI WLPHVFDQHV RQ WHQGHULQJ SURFHVVHV  
3URFHGXUHV IRU FRQWUDFW DZDUG  
5HJXODWRU\ ERGLHV WKDW LPSDFW RQ WKH SULYDWH VHFWRU  
5HJXODWLRQV WKDW LPSDFW RQ SURGXFW DQG VDIHW\  
VWDQGDUGV

3.2 &RPSDUH WKH NH\ OHJLVODWLYH UHJXODWRU\ DQG  
RUJDQLVDWLRQDO UHTXLUHPHQWV ZKHQ VRXUFLQJ IURP



Learning outcomes, assessment criteria and indicative content

- 1.0 8QGHUVWDQG NH\ DSSURDFKHV LQ WKH QHJRWLDWLRQV FRPPHUFLDO DJUHHPHQWV ZLWK H[WHUQDO QHJRWLDWLRQV
- 1.1 \$QDO\|VH WKH DSSOLFDFWLRQ RI FRPPHUFLDO QHJRWLDWLRQV WKH ZRUN RI SURFXUHPHQW DQG VXSSO\ 'H4QLWLRQV RI FRPPHUFLDO QHJRWLDWLRQV 1HJRWLDWLRQ LQ UHODWLRQ WR WKH VWDJHV RI WKH YRXUFHQW SURFHVV 6RXUFHV RI FRQ5LFW WKDW FDQ DULVH LQ WKH ZRUN RI SURFXUHPHQW DQG VXSSO\ 7HDP PDQDJHPHQW DQG WKH LQ5XHQFH RI VWDNHKROGHUV LQ QHJRWLDWLRQV
- 1.2 'L•HUHQWLDWH EHWZHHQ WKH W\SHV RI DSSURDFKHV WKDW FDQ EH SXUVXHG LQ FRPPHUFLDO QHJRWLDWLRQV &ROODERUDWLYH ZLQ ZLQ LQWHJUDWLYH QHJRWLDWLRQV 'LVWULEXWLYH ZLQ ORVH GLVWULEXWLYH DSSURDFKHV WR QHJRWLDWLRQ 3UDJPDWLF DQG SULQFLSOHG VW\OHV RI QHJRWLDWLRQ 6HWWLQJ WDUJHWV DQG FUHDWLRQJ D EHV DOWHUODWLYH WR D QHJRWLDWHG DJUHHPHQW %\$71\$
- 1.3 ([SODLQ KRZ WKH EDODQFH RI SRZHU LQ QHJRWLDWLRQV FDQ D•HFW RXWFRPHV 7KH LPSRUWDQFH RI SRZHU LQ FRPPHUFLDO QHJRWLDWLRQV 6RXUFHV RI SHUVRQDO SRZHU 2UJDQLVDWLRQDO SRZHU FRPSDULQJ WKH SRZHU RI SXUFKDVHUV DQG VXSSOLHUV +RZ VXSSOLHUV JDWKHU LQIRUPDWLRQ +RZ SXUFKDVHUV FDQ LPSURYH OHYHUDJH
- 1.4 -GHQWLI\ WKH GL•HUHQW W\SHV RI UHODWLRQVWKLSV WKDW LPSDFW RQ FRPPHUFLDO QHJRWLDWLRQV 7KH UHODWLRQVWKLSV VSHFWXP %XLOGLQJ UHODWLRQVWKLSV EDVHG RQ UHSXWDWLRQ DQG WUXVW 5HSDLULQJ D UHODWLRQVWKLS
- 2.0 .QRZ KRZ WR SUHSDUH IRU QHJRWLDWLRQV 7KH WKHHRWUDFV RUJDQLVDWLRQV
- 2.1 'HVFULEH WKH W\SHV RI FRVWV DQG SULFHV LQ FRPPHUFLDO QHJRWLDWLRQV 7\SHV RI FRVWV GLUHFV DQG LQGLUHFV %UHDN HYHQ DQDO\VLV FRVW YROXPH &RVWLQJ PHWKRGV VXFK DV DEVRUSWLRQ YDULDEOH DQG DFWLYLW\ EDVHG FRVWLQJ 9ROXPHV PDUJLQV DQG PDUN XSV DQG SULFLQJ 1HJRWLDWLRQJ SULFHV
- 2.2 7KH LPSDFW RI PLFURHFRQRPLFV DQG PDUNHWV LQ QHJRWLDWLRQV 0DFURHFRQRPLFV DQG LWV LQ5XHQFH RQ FRPPHUFLDO QHJRWLDWLRQV 6RXUFHV RI LQIRUPDWLRQ RQ PLFUR DQG PDFURHFRQRPLFV LQ WKH ZRUN RI 2.3 \$QDO\|VH FULWHULD WKDW FDQ EH XVHG LQ D FRPPHUFLDO QHJRWLDWLRQ &ULWHULD VXFK DV 6HWWLQJ REMHFWLYHV DQG GH4QLQJ WKH YDULDEOH DSSURDFKHV WKDW 7KH EDUJDLQJ PLI 3RVWLWLRQV DQG LQWHUHVW 2SHQLQJ DQG SUHVHQWLQJ LVVXHV 2.4 -GHQWLI\ WKH UHVRXUFHV UHTXLUHG IRU D QHJRWLDWLRQ &RFFHRIORFDWLRQ LQYROYLQJ DSSURSULDWH FROOHDXHV 8VH RI WHOHQRQH WHOHFRQIHUHQFLQJ RU ZPHHWLQJ 3RRP ODIRXW DQG VXUURXQLQJ
- 2.3 &RPSDUH WKH NH\ FRPPXQLFDWLRQ VNLOOV WKH DFKLHYH GHVLUHG RXWFRPHV 7\SHV RI TXHVWLRQV W\SHV RI TXHVWLRQV (•HFWLYH OLVWHQV 3XVK DQG SXOO EHKDYLRXUV IRQHUEDO FRPPXQLFDWLRQ 7KH LQ5XHQFH RI FXOWXUH LQ FRPPHUFLDO QHJRWLDWLRQV 7KH XVH RI HFRWRQDO LQWHOOJHQFH LQ FRPPHUFLDO QHJRWLDWLRQV
- 2.4 \$QDO\|VH KRZ WR DVVHVV WKH SURFHVV DQG RXWFRPHV RI QHJRWLDWLRQV WR LQIRUP IXWXUH SUDFWLFH 5H5HFWLQJ RQ SHUIRUPDQFH 2SSRUWXQLWLHV IRU LPSURYHPHQW DQG GHYFODUJHU 3URWHFWLQJ UHODWLRQVWKLSV DIWHU WKH QHJRWLDWLRQV



# Supplier Relationships

## [L4M6]

### Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR DQDO  
UHODWLRQVKLSV H[DPLQH WKH SURFHVVHV DQG SURFHGXUHV IRU ZRU  
DSSUHFLDWH WKH FRQFHSW RI SDUWQHULQJ

### Module aim(s)

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-Q DQ\ RUJDQLVDWLRQ D VLJQL4FDQW HOHPHQW RI WKH SURFXUHPHQ  
DURXQG GHFLVLRQV WR VRXUFH DFWLYLW\ IURP H[WHUQDO VXSSOLHU  
HVVDEOLVKHG WKH UHODWLRQVKLS HVVDEOLVKHG ZLWK WKH VXSSOL  
LWV KLJKHVW OHYHO RXWVRXUFLQJ FDQ WDNH WKH IRUP RI D SDUWQH  
LV GHVLJQH IRU WKRVH ZKR KDYH UHVSQRVLELOLW\ IRU PDLQWDLQLQ  
ZLWK VWDNHHKROGHUV DQG VXSSOLHUV DQG IRU WKRVH ZKR PD\ EH ID



# Whole Life Asset

0 D Q D J H P H Q W  
[L4M7]

Module purpose

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2Q FRPSOHWLRQ RI WKLV PRGXOH OHDUQHUV ZLOO EH DEOH WR H[SO

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# Procurement and Supply in Practice [L4M8]

## Module purpose

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2Q FRPSOHWLRQ RI WKL V PRGXOH OHDUQHUV ZLOO EH DEOH WR GHPR RI WKH NH\ HOHPHQWV RI WKH SURFXUHPHQW F\FOH LQ DQ LQWHJUDW FRQWH[W

## Module aim(s)

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3URFXUHPHQW LV WKH EXVLQHVV IXQFWLRQ WKDW HQVXUHV LGHQWL4FD PDQDJHPHQW RI H[WHUQDO UHVRXUFHV WKDW DQ RUJDQLVDWLRQ QHHGV IXO4O LWV VWUDWHJLF REMHFWLYHV -W H[LQVW WR H[SORUH VXSSO\ PD

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