

# Procurement Manager

[See study programme](#)

## Autumn 2024 (1. semester)

<a href="#">Psychology of Negotiation and Decision Making</a>	ØKO1440 7.5 sp
<a href="#">Purchasing Management</a>	ØKO1470 7.5 sp

## Spring 2025 (2. semester)

<a href="#">Requirements Analysis and Management</a>	ØKO1460 7.5 sp
<a href="#">Innovative and Circular Procurements</a>	ECO1015 7.5 sp

### Programme description

The study provides an introduction to selected subjects in the procurement process, such as management of the procurement process, negotiation and decision making, needs analysis, and procurement behavior both on organizational and individual levels.

The procurement process is a complex and demanding process, from the moment a need arises until the procurement process is completed and evaluated. The study is aimed at managing the procurement process in the organization. The main aim is to help to provide insight into, and develop the skills within, key elements of the procurement process. We emphasize purchasing management, where the challenge is both to have an overview and control with the entire procurement process. Secondly, we emphasize developing skills needed in negotiation and decision making. A third element we explore is different behavior models, including purchase and contract behavior so that you can exercise appropriate management. A fourth element is attached to the needs analysis, which may be of crucial importance in an procurement process. The main goal is that we throughout the study programme will raise awareness about key issues in the procurement work.

### Learning outcomes

After completing the study program the candidate should have obtained the following learning outcomes:

#### Knowledge

- Has broad knowledge of key procurement theories and perspectives
- Has broad knowledge of key theoretical concepts
- Can describe key elements in an procurement process

#### Skills

Analyze and explain key issues in an procurement process  
Identify key procurement issues  
Assess and contribute to the development of procurement processes

#### General competence

With the help of procurement theory is able to understand and reflect independently on procurement issues in both the private and public sectors

Is able to attend both in writing and orally in a debate about procurement processes

Be able to account for key ethical issues

#### Career possibilities

The program qualifies to work with procurement processes in both private and public sector. Position as purchaser or purchasing manager will be relevant.

#### Costs

No tuition fees. Costs for semester registration and course literature apply.

#### Programme evaluation

The programme is evaluated via student questionnaire, as well as by the programme coordinator. The evaluations form a part of the university's quality assurance system.

#### Qualifications requirements and regulations

Refer to "Regulations concerning studies and examinations at Nord University" and other local regulations under Rules and Regulations.