ADVANCED SEMINAR
ON SOURCING MANAGEMENT

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Course Objectives:

The primary objective of this course is to introduce an emerging school of thought in the area of sourcing management, largely based on the papers written by the instructor. Another important objective is to help students tap into their creative reserves and apply novel observations and ideas to interesting supply management research contexts.

Course Requirements:

To satisfy course requirements, each student will:

1. Read all assigned articles carefully and analyze them with a critical lens;
2. Attend class and actively participate in class discussions;
3. Prepare and present the articles when called for;
4. Write two “innovation papers”; and
5. Select one innovation paper and develop it into a research proposal.

Class Participation

This involves two components: (1) daily contribution to class discussions and (2) serving as an article presenter. All students are expected to prepare the responses to following items for all assigned papers. The instructor will randomly call on a student to act as an article presenter. When called upon, the student will present his/her responses to the first three items. We will then discuss the last item together as a group:

1. the key assumptions underlying the readings,
2. most interesting insights and claims gleaned from the readings,
3. puzzles that the readings raise or leave unanswered, and
4. compare and contrast the articles assigned to date (i.e. how they fit together, how one builds on another, what opposing or similar thoughts they promote, etc.).

The idea is to identify the most critical assumptions and claims from the readings, evaluate these assumptions and claims critically, and identify what is exciting and
interesting, moving forward. For instance, the identification of an interesting, unanswered question should excite you, because that now offers you an opportunity to address it. We will focus on ideas and not methods.

**Innovation Papers**

This is the chance for you to let your creative juices flow. The innovation papers describe new insights in the form of a testable proposition (or no more than two testable propositions) based on some novel observations.

These observations can take place in several different levels. Have you made some interesting observations about how products or services manifest? It can occur at the individual, team or organizational level. Or, it can occur at the dyadic level (i.e. buyer-supplier relationship), triadic level (i.e. buyer-supplier-supplier, buyer-buyer-supplier, customer-buyer-supplier), or at the supply chain or network level.

In other words, the proposition should be based on intuition or observations about the individuals, organizations, or supply chains/networks you live with, read about, bump into, etc. Provide a story as to why you believe this proposition should hold based on a logic that makes sense to you. I am asking you to ignore the literature in this part of the paper and rely on your own instincts and sense of reasonableness of your arguments.

The purpose of these papers is to encourage experimentation, risk taking, and wild thinking. Don’t let current views of supply chain constrain you!!! All innovation papers should be double-spaced and typed with ballpark length of two to three pages.

**Research Proposal**

You will submit a research proposal upon the completion of this seminar. The research proposal provides an opportunity for you to develop a research question, review the literature that speaks to the research question, develop two or three hypotheses, and propose a method for testing the hypothesis. The research question should come from one of the two innovation papers you write for the seminar.

The proposal does not have to be long (roughly 5 pages, double-spaced), but it should develop a logic for why the research question is important. The logic should illustrate that you have wrestled with framing the research question as interesting and important for the sourcing and supply management.

The hypotheses should be derived from the literature that you review for addressing the research question. The discussion in the proposal should make very explicit the why or logic behind your hypotheses. Finally, the methods section is less important for this seminar. You should propose a realistic and sensible methodology for studying your hypotheses.
Grading:

- Readings Presentations: 30%
- Innovation Papers: 20%
- Research Proposal: 20%
- Research Proposal Presentation: 30%

TOPICS

Buyer-Supplier Relationships


Strategic Sourcing


Choi, Thomas Y. and Janet L. Hartley, “An exploration of supplier selection


**Supplier-Supplier Relationships**


**Triads in Supply Networks**


**Debate articles**


Dubois, A. To Leap or Lot to Leap: Triads as arbitrary subsets of networks of


Supply Network Design and Structure


Complexity and Supply Networks


