



**Fisher College of Business
Strategic Global Sourcing Project**

Fisher College of Business professor and COE Associate Director Dr. [John Gray](#) is seeking interested companies to host a group project for his second-year MBA elective and/or first-year (new) Master of Supply Chain (MSMC) Strategic Global Sourcing classes for autumn semester 2023. These projects provide our Fisher students the opportunity to gain experience dealing with a real-world challenge in the broad domain of global sourcing - and provide you with **real value** at **no cost** aside from your time.

The classes cover:

- **Make-vs.-buy (e.g., insource vs. outsource), location decisions, and the management of suppliers/vendors.**
- **Regarding supplier/vendor management, topics include:**
 - Supplier/vendor strategy, supplier/vendor selection (including reverse auctions), on-going management of suppliers/vendors (e.g., scorecards, ensuring quality, relational vs. transactional sourcing, [emerging technologies in supply management](#), etc.), supply risk management, incl. social issues in sourcing (child/forced labor, safety issues, etc.).
- The class also studies analytical approaches to cost modeling (including regression) and decision making under uncertainty (including Monte Carlo Simulation).
- Of course, the class will also discuss COVID-19; Dr. Gray wrote a widely-read article in Supply Chain Management Review called [COVID-19: Lessons for Sourcing](#) early in the pandemic (May 2020); there was also a [webcast](#).
 - Please see also a paper of his that covers supplier/vendor selection, as well as location decisions, by proposing to change “Total Cost of Ownership (TCO)” to “[Total Value Contribution \(TVC\)](#)” and devising a TVC process to de-bias selection decisions; this will be covered early in the class.

If you're interested please [fill out this short survey](#) by **Thursday, August 13th**. Note that you do not need a detailed project plan by then; the survey simply gets your contact information and basics on your potential participation.

Next steps:

You'll be contacted for follow-up the week of August 17th to gather information on the project that will be shared with classes. Students interested in taking on a project with this class (the other option is a take-home exam) will then select projects based on their interests, and all will be sorted out by early September (Classes start August 26th, so we need final project descriptions by at least a day before then).

If your project is selected:

Projects typically entail one call per week, fielding e-mail questions and possibly obtaining data for students. For this investment, you will receive:

- ~2-3 hrs/week (average) per student; team sizes vary from 1-4.
- A final presentation to your company, if you wish
- A written deliverable, including any analyses included as part of the project.
- Excellent networking opportunities with students; many of these projects have led to employment.

**It is important that you know that this is NOT a projects class (the projects are going on in the background and represent about 30% of the grade), and the full-time MBA students will typically have at least four other classes, will be heavily involved in interviewing, etc.; the part-time and MSCM students will have 1-2 other classes and jobs.*

Successful projects in the past have met at least one of the below criteria:

- Have a tightly defined scope
- Involve data (in reasonably clean format) to be analyzed, with a fairly clear question
- Involve research and synthesis on a topic of interest to you using publicly-available sources
- *Involve a client willing to consistently talk to the students (weekly) and who is responsive to (well-formulated) questions from the students.*

Successful projects do not:

- Entail benchmarking. Students are unable to get inside other companies for these insights, which are better obtained through work with consultants. Only publicly available data (including Ohio State libraries) can reasonably be researched.
- Require a deep knowledge of your industry, company, product, process, etc. If understanding the context will require students to spend many hours of research, they typically will struggle to provide value.

Please proceed with [filling out the survey](#) if you're interested in this opportunity and/or reach out to Professor Gray at gray.402@osu.edu if you have additional questions.