

## Subject : Generic

# Advanced Course for Purchasing

## Program overview

This top training offers comprehensive and practical knowledge for enhancing your organization's supply management processes. Using state-of-the-art cases (MBA level), best practices and discussions on strategic supply management issues, it's not just about learning concepts, but also how to implement them!

The training enables you to benchmark your company against others and to determine areas where there might be room for improvement. Also you can further develop your skills as a supply professional.

The training is perfect for strategic purchasers and (current and future) purchasing managers with relevant commercial experience. Strategy and managerial focus are the keywords for this exciting program.

- 6 hours e-learning
- 2 modules of 3 days classroom
- Project internally evaluated

## Target Audience

### **This program is intended for employees:**

- with a bachelor or master degree (or on equivalent level via work experience) with at least 6 years of supply management experience, mastering core supply management skills and at least 7-10 years of business experience;
- who are expected to initiate improvement/change projects within their respective departments and/or business units.

## Objectives

### **Through this program participants will be able to:**

- understand, integrate and apply the various purchasing key processes and enablers of the Purchasing/Supply Management Excellence Framework;
- design a multi year strategic program to professionalize purchasing and supply management as a key business area within their organization;
- sustain opportunities for purchasing improvement and cost reduction through presenting a consistent business case to the higher levels of management;
- understand what it takes to take advantage of these opportunities in terms of organizational change and leadership;
- understand key dimensions of culture and how these impact upon change projects;
- understand how best to lead and manage change within Purchasing, and within their own organization;
- present a consistent and compelling business case to a senior management team, and therefore...;
- have the best chance of successfully implementing their purchasing change project.

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Content: E-learning, 6 hours

1. Integrated Supply Chain Management Framework: An overview
2. World Class Excellence self-assessment (MSU)
3. Cases: pre-reading

Content: Classroom, 2 modules of 3 days

**Module 1: Designing effective purchasing and supply processes and organizations**

- Introduction: The changing purchasing landscape
- The road to Supply Management Excellence (MSU), how to get started
- Strategy alignment: Commodity Strategy Development
- What is driving a corporate agenda: Developing leveraged purchasing strategies in a multinational corporation
- Strategic Outsourcing: Process, benefits and pitfalls
- Supply/demand chain management: Purchasing and supply chain integration
- Redesign of value chain, implementation issues
- Supply Management Excellence in practice, own cases
- Exercises and Cases

**Module 2: Strategic Implementation of effective purchasing and supply processes and organizations**

- Introduction: lessons learned from module 1 + participants' own projects
- Three Strategic Implementation dimensions: 'Business', 'Culture', 'People'
  1. **Business Dimension**
    - ◇ Defining the future state and communicating your vision to key stakeholders
    - ◇ Managing the interface with the internal organization: road to success!
    - ◇ Influence with or without power to create business value
  2. **Cultural Dimension**
    - ◇ Understanding multicultural complexity during the implementation
    - ◇ Working with cultural differences, to your advantage
  3. **People Dimension**
    - ◇ What is the impact of your purchasing project on people?
    - ◇ Dealing with resistance to change
    - ◇ Managing the expectations of all stakeholders
- Putting it all together for the individual projects / action planning. All projects will be evaluated during 'Boardroom' presentation on identified bottom-line result for the company and the foreseen interface management with the internal (multi-cultural) organization.

NB: Each key section will be accompanied by immediate application of learning to participant's own purchasing change projects, both individually, and also in pairs and small teams, to facilitate learning across the group, and to provide extra insight and ideas.