

Subject : Stakeholder Management

Effective Sourcing Project Management

Program overview

- 1 hour e-learning
- 2 day classroom

Importance of sourcing has been increasingly recognized by companies and their business units. As a result of this, sourcing takes lead in optimizing supply base, not only in adjacent market, but also and more in remote market. In parallel, sourcing is considered as a key function in projects like new product introduction (NPI). The capability of leading and/or facilitating projects becomes a key skill competency for most buyers, commodity managers, and sourcing specialists. The level of such competency has a direct impact on the effectiveness and efficiency of any sourcing organization.

Target Audience

This program is intended for:

- commodity managers/leader, sourcing specialist, supply quality engineers, NPI leader.;

Objectives

Through this program participants will be able to:

- the mind-set for participants with project management skills is the key objective.
- participants will also receive a set of tools and learn how to apply those “project” elements into their daily operation for best-fit results, such as planning, controlling, monitoring, evaluating, improving, etc.

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Content: E-learning, 1 hour

1. Written questionnaire (for individual intake)
2. Articles / Cases

Content: Classroom, 2 days

- The essence of project management
- Position and roles of purchasing representatives
- Problem assessment; specific purchasing issues, result definition
- Target costing
- Work Breakdown Structure (WBS), Cost Breakdown Structure (CBS), Organization Breakdown Structure (OBS)
- Influence without power
- Communication and pitfalls
- Purchasing priorities, politics: the right timing, the right way
- Success and pitfalls in projects
- Dealing with resistance
- Politics & culture related to specific purchasing / supplier topics
- Personal leadership of a project leader
- Risk control and communication
- Conflict handling, intervention, problem solving