

Subject : Stakeholder Management

Purchasing for Non-Purchasers

Program overview

- 2 hours e-learning
- 1 day classroom

Purchasing is often looked at in a one dimensional way i.e. cost. At the same time at corporate levels it is recognized that suppliers have very important roles to play in bringing innovation and delivering value. This means that alignment of purchasing and other disciplines within the organization is beneficial. This program is designed to give other disciplines a better understanding of the processes, tools and focus of purchasing which contributes to a better leverage of purchasing.

Target Audience

This program is intended for employees:

- who are in contact with the supply market, e.g. research, engineering, development, marketing, manufacturing, facility, utility, quality HR, administration or involved in a commodity team; or
- who are active for a commercial department and meet purchasers from other organizations regularly.

Objectives

Through this program participants will be able to:

- receive an update on the latest developments of the world of purchasing;
- understand how purchasing is organized in the company and what the impact is of other business functions and processes.
- understand sourcing methodology and related tools;
- understand how suppliers and their sales representatives view the company.
- understand how they can make a contribution in making suppliers more successful

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Content: E-learning, 2 hours

1. Product positioning
2. MSU process 2: Commodity Strategy Development

Content: Classroom, 1 day

- Importance and evolution of purchasing
- Role and responsibilities of purchasing
- Company specific sourcing methodology
- Sourcing related tools (product positioning – market analysis)
- View and behavior of Total Cost of Ownership
- Differentiated supplier relationship based on different viewpoints
- Importance and impact of professional negotiations
- Importance of information sharing
- Constructive and effective communication in a cross-functional working environment

