

Subject : Commodity Strategy Development

Workshop: Commodity Strategy Development

Program overview

- 5 hours e-learning
- 2 days classroom

Participants who follow this course will get knowledge of Commodity Strategy Development for cross-functional teams. The Commodity Strategy Development process will be dealt with in detail and a sourcing roadmap (strategy development plan) will be developed. Multidisciplinary commodity teams will set up for the roll-out of the plans.

Target Audience

This program is intended for:

- multi-functional teams responsible for formulating and executing a commodity strategy. Ideally a team consists of four to six candidates (max. 8 per team) with a maximum of 2 teams (1 trainer) or 4 teams (2 trainers).

Objectives

Through this program participants will be able to:

- understand the development of a written commodity strategy with timelines, accountabilities and measurable performance indicators in order to achieve both short and long-term goals;
- identify the 'white spots' in their current commodity strategy;
- develop, implement and review a new strategy development plan.

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Content: E-learning, 5 hours

1. Introduction World Class Excellence Framework (MSU)
2. Commodity Strategy Development for cross-functional teams (process steps 1, 2 and elements of 3) including assignments for preparation

Content: Classroom, 2 days

- Recap Process steps 1 and 2
- Process step 3:
 - ◊ finalize objectives on basis of benchmark information
- Process step 4:
 - ◊ develop strategy alternatives; contingency plans; risk management
- Process step 5:
 - ◊ development of action plans and implementation
 - ◊ measurement of results compared to goals and milestones
 - ◊ strategy development
 - ◊ new strategy presentations to senior management

