



Procurement Management Professional

Course Description:

This Procurement Management Professional is an intensive 5-day training course designed to meet global changes in transformational leadership, finance and procurement strategies. In today's world middle and senior managers are faced with increasingly complex "value chain management". A strategic approach to procurement can give organizations a competitive advantage by maximizing benefits received in return for spend, therefore professionals need to understand the various elements driving change strategies, ensure cost efficiencies and achieve competitive procurement in a global environment. This training course concentrates on the core leadership strategies, financial implications and sourcing activities.

The Training course will be highlight?

This course will feature:

- Understanding of strategic leadership in the economic context for your business
- Developing innovation approaches for strategy development
- Enhancing costs awareness within the value chain and understanding the impact on the bottom line
- Defining and apply sourcing strategies in line with your organizational goals and objectives
- Building collaboration and long-term supplier relationships

Training Objective:

By the end of this Procurement Management Professional training course, participants will be able to:

- To understand the benefits of strategies that create and lead change
- To apply tools and techniques that develop strategic thinking and innovation
- Implement analysis and problem solving
- Understand Total Cost of Ownership (TCO)
- Develop robust Service Level Agreements (SLA)

Maximising supplier contribution and performance

Who Should attend?

- Managers and leaders involved in major global sourcing activities
- Finance professionals involved with major capital expenditure projects
- Senior procurement professionals
- Project managers
- Contract and procurement managers
- Senior buyers
- Commodity procurement specialists

Training Methodology:

This interactive Training will be highly interactive, with opportunities to advance your opinions and ideas and will include;

Lectures

Workshop & Work Presentation

Case Studies and Practical Exercise

Videos and General Discussions

Course outline:

DAY 1

Procurement Leadership

- Perceptions of leadership in the field of procurement
- Management vs. leadership
- Transformational leadership in procurement
- The leadership challenge: Balancing strategy and culture
- Leadership in strategic thinking organizations
- Understanding the interrelated factors that impact procurement

DAY 2

Aligning Procurement to Organizational Strategy

- Participating in the strategic implementation planning process
- Recognizing and interpreting forces in the strategic environment
- Strategic implementation tools and frameworks
- Analysing and prioritizing strategic sourcing issues
- Harnessing uncertainty and risk
- Converting strategy into action

DAY 3

Cost Awareness and Financial Impact Along the Value Chain

- From strategic planning to the operating plan
- Budgeting and costing along the value chain
- Fixed vs. variable costs
- Contribution margin
- Direct vs. indirect costs
- Performance measurement and impact on the bottom line

DAY 4

Global Sourcing and Critical Procurement Strategies

- Defining procurement excellence
- Definition of sourcing strategy and critical supply strategies
- Tactical vs. strategic sourcing



- Developing the strategic procurement plan
- Using international supply chains for competitive advantage
- Developing a framework for managing contract risk

DAY 5

Developing and Maintaining Long-term Supplier Relationships

- Implications on supplier selection procedures
- Turning vendors into partners
- Relationship management – *suppliers and stakeholders*
- Performance improvement metrics
- The service level agreement framework
- Applying The right incentives for the right outcome