



## A Mini MBA for Procurement Professionals

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Procurement

Supply Chain

Distribution

Time to Market

# A Mini MBA for Procurement Professionals

## Introduction:

This course is an intensive program 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 course concentrates on the core leadership strategies, financial implications and sourcing activities.

## Who should attend?

Procurement Professionals, Supply Chain Professionals, Tender/Bidding Managers, Project Managers, Contract Administrators, General Supervisors, Supervisors, Foremen, Contracting Unit Supervisors, Project Engineers, Project Managers, Senior Buyers, Warehouse and Distribution Professionals, Procurement, Buyers and Purchasing Professionals, Contracts, Purchasing, and Project Personnel, Engineering, Operational, and Maintenance Personnel, Logistics Professionals, Stock, Warehouse and Logistics/Distribution Professionals, Production and Manufacturing Professionals, Logistics, Warehouse and Distribution Professionals, Commodity Procurement Specialists, Supply Chain Generalists, Contract Administration, anyone who need an understanding of how to establish a warehouse that contributes directly to the efficacy of the value chain and the firm's overall profitability, anyone who needs an understanding of the relationships between risk, cost

and service in supply chains, Managers and Leaders involved in major global sourcing activities, Finance professionals involved with major capital.

## **Course Objectives:**

**By the end of this course, delegates will be able to:**

- 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.

## **Course Outline:**

### **Procurement Leadership**

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

### **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
- Analyzing and prioritizing strategic sourcing issues
- Harnessing uncertainty and risk

- Converting strategy into action

### **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

### **Global Sourcing and Critical Procurement Strategies**

- Defining procurement excellence
- Definition of sourcing strategy and critical supply strategies
- Tactical versus strategic sourcing
- Developing the strategic procurement plan
- Using international supply chains for competitive advantage
- Developing a framework for managing contract risk

### **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