



# Procurement Management Professional

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Procurement  
Supply Chain  
Distribution  
Time to Market

# Procurement Management Professional

## INTRODUCTION

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 organisations 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.

### **This BTS training 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

## OBJECTIVES

**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?

**Professionals interested in furthering their leadership and procurement management skills would benefit from this BTS training course. It will also be beneficial to:**

- 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

## 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 organisations
- Understanding the interrelated factors that impact procurement

### DAY 2

#### *Aligning Procurement to Organisational 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

