



# Purchasing Management: Strategies & Organisations

Shanghai 30-31 Oct-1 Nov 2017

Beijing 9-10-11 October 2017 – Wuhan 24-25-26 April 2017

## Learning Goals

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**By the end of this module, participants will be able to**

- Align the purchasing strategies to business strategies,
- Align the purchasing organization with business organization and constraints
- Help their team to define appropriate category strategy
- Manage the complex interaction between internal customers, purchasing teams and suppliers
- Define relevant objectives
- Control the delivery of results according to the plan

## Methods and Tools

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- Workshops and discussions will be organised in order to exchange experience between participants and the EIPM experts

## Target Group

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- The module is dedicated to purchasing executives with solid purchasing background who are leading a team of buyers or to senior buyers accessing to executive position. It is also suitable to experienced executives new to purchasing

## Duration

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- 3 days

## Training location

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- Shanghai Beijing Wuhan - China



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## Phase Content

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### Day 1

#### Do we have the right Purchasing Strategy?

- We will start by clarifying what is a company business strategy. This is the basis to set-up a Purchasing strategy which is aligned with the company strategy. We will discuss what purchasing strategy is adapted to each of these options.
- Participants will work on their own company and purchasing strategy.

#### Do we have the right Purchasing Organisation?

- Once the Purchasing Strategy is clear, the Purchasing Manager must set-up the right and adapted organisation.
- Which organisation is required to facilitate early purchasing involvement in product and service definition (Upstream organisation)?
- Which organisation is adapted to leveraging and coordinating the company needs (Downstream organisation)?
- Shall the company have a centralised or decentralised purchasing organisation in order to get the best out of the market? We will discuss the different factors and tools to support the decision process

### Day 2

#### Do we have the right Purchasing Organisation?

- We will review the various methods and tools and analyse their relevance in relation to the participants' own environments.

### Day 3

#### Do we have the right suppliers and management system?

- We shall discuss SRM-Supplier Relationship Management approaches in order to segment the supplier base and adopt a specific type of relationship to each category. Best practices to handle strategic supplier will be extensively discussed.
- Do we have the right strategy implementation process
- We will, with the help of the EFQM self-assessment methodology, benchmark the participants' purchasing organisation

## Credits for

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