



Purchasing Management: Skills & Performance Indicators

Shanghai 2-3-November 2017

Beijing 12-13 October 2017 – Wuhan 27-28 April 2017

Learning Goals

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

- Create a 3 year roadmap to develop the performance of their purchasing units.
- Build a one page strategy that supports effective communication to stakeholders
- Develop and implement a human resource plan to attract, retain and develop people.
- Review and develop the performance of people reporting to them
- Design and use performance measures
- Lead effective performance review
- Assess and improve processes

Methods and Tools

- Workshops and discussions will be organised in order to exchange experience between participants and the EIPM experts. Participants will be encouraged to apply the methods to their own purchasing organisation

Target Group

- The module is dedicated to Purchasing Executives holding a solid purchasing background and who are leading a team of buyers, or to Senior Buyers accessing an executive position. It is also adapted to experienced Executives new in purchasing management

Duration

- 2 days

Training location

- Shanghai Beijing Wuhan - China



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Phase Content

Day 1

Purchasing trends

- What is becoming more important?
- What is new in the purchasing world?

Do we have the right People skills?

- Talent acquisition, consolidation and development. How is your position perceived within your company?
- What are the current and future skills required in a Purchasing Organisation?
- Using the Maturity Model - What essential skills do you need in order to develop or attract to your Purchasing Organisation?

Day 2

Do we have effective processes?

- Are our processes mature?
- How can we improve them?

Do we have the right Performance indicators?

- Once the Purchasing Organisation & Strategies are clear, the Purchasing Manager must set-up the necessary performance indicators.
- Why and what do you want to measure?
- Measuring Effectiveness and Efficiency
- Using the Balanced Score card approach: exercise the set-up of aligned performance indicators

Credits for



Purchasing Managers Certification Programme
