



Purchasing Management: Strategies & Organisations

Shanghai, China 30th-31st Oct - 1st Nov 2016

Learning Goals

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

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

Target Group

- 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

- 3 days

Training location

- 26A, No. 895, Yan An Road West, Shanghai, P. R. China, 200050



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Phase Content

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



Purchasing Managers Certification Programme