



# Purchasing Management: Skills & Performance Indicators

Shanghai, China 2nd-3th Nov 2017

## Learning Goals

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### 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

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- 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

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- 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

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- 2 days

## Training location

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



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## Phase Content

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### 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

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**Purchasing Managers** Certification Programme

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