

Procurement Management

Day 1: Market analysis tools & techniques

Learning goal: Learn how to develop a procurement strategy and portfolio approach, understand tools and techniques for market analysis

Content:

Procurement strategy

Make or buy decisions

Spend analysis and portfolio mgmt

Market scouting and reverse marketing:

Day 2: Supply planning & risk management

Learning goal: Learn how to develop and manage a purchasing budget, how to plan and manage demand. Learn how to evaluate supply risk from a broad perspective: financial, strategic and operational

Content:

Lean procurement

Procurement planning

Purchasing budgeting & Metrics for Control

Demand management methodology & tools

Risk assessment & management

Day 3: Vendor relationship mgmt

Learning goal: Learn how to establish the most appropriate form of relationship according to the purchasing strategy

Content:

Vendor relationship management:

Information Systems tools supporting different types of relationship