



THE SOURCE FOR PURCHASING



## 1 CITIES and DATES

### Chicago

15/16 Oct – SRM

### New York

12/13 Oct - Commodity Strategies

### Houston

19/20 Oct – Commodity Strategies

21/22 Oct – SRM

### Los Angeles

22/23 Oct - SRM

### San Francisco

1/2 Oct – SRM

26/27 Oct – Commodity Strategies

### Atlanta

5/6 Oct – Commodity Strategies

29/30 Oct – SRM

### Orlando

18/9 Oct – SRM

9/10 Nov - Commodity Strategies

12/13 Nov - SRM

## 2 FEE

The fee for each 2 day course is US\$1195 (tuition and materials included).

## 3 CONTENTS

### DEFINING AND IMPLEMENTING KEY COMMODITIES STRATEGIES IN A GLOBAL WORLD

#### **Objectives:**

This training provides the process and tools for defining and implementing an advanced strategy per category in a global environment.

Following this module, participants shall be able to:

- Define a purchasing strategy based on in-depth knowledge of the company needs and market trends
- Share with the internal teams the process and tools to define a purchasing strategy per category
- Understand the steps of a strategic process to manage a portfolio
- Understand how this process can be implemented in terms of global/local organisations (for example within a Lead Buyer or Key Commodity Management type organisations).

#### **Target group:**

This course targets to all purchasing staff in charge of a purchasing portfolio, particularly Key Commodity Managers and Senior Buyers in charge of commodity teams.



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### **Syllabus:**

1. Sourcing strategy development from a corporate point of view - Methodology to understand the needs and requirement
2. Understand the dynamics of the supplier's market (Porter)
3. Purchasing strategy development by category (Kraljic)
4. Implementing different strategies in function of the positioning
5. Management strategically the portfolio
6. Organisation to support those strategies: Key Commodity Managers/Lead Buyers

### **Methods and tools:**

- Workshops will be used to provide participants with the opportunity to apply the tools presented.
- Participants will be asked to apply the methodology to their own commodities
- Extensive discussions among participants will facilitate a dynamic and interactive learning environment

## **DEFINING AND IMPLEMENTING A SUPPLIER RELATIONSHIP MANAGEMENT IN A VOLATILE ENVIRONMENT**

### **Objectives:**

- This is an advanced module to understand the process and tools to implement SRM and Key Supplier Management. The session will provide structured process and tools to implement KSM through the

Following this module participants shall be able to:

- understand the benefits, risks and key success factors to implement SRM
- set-up a structured process to identify, to analyse and to manage Key Suppliers
- understand the function of a Key Supplier Manager

### **Target group:**

all purchasing staff involved in the management of a Key Suppliers and mainly senior staff.

### **Syllabus:**

1. Definition, benefits and risks of SRM
2. Identifying Key Supplier in a portfolio
3. Focusing on a Key Supplier
  - Identifying the Key Supplier business strategy
  - Analysing the buying company's attractiveness to the Key Supplier
  - Understanding personal networks among the company and the Key Supplier
4. Defining objectives to a Key Supplier
5. Identifying the action plan to manage the Key Supplier
6. Setting up the organisation to manage the Key Supplier (Key Supplier Account Manager)

### **Methods and tools:**

- Workshops will be used to provide participants with the opportunity to apply the tools presented.
- Participants will be asked to apply the methodology to their own commodities
- Extensive discussions among participants will facilitate a dynamic and interactive learning environment