



LM149: The Complete Course on Procurement Strategy Management

*Improving an Organisation through Procurement
Understanding*



Training Description:

This intensive training course covers the skills required to lead a procurement team to world class performance. It focuses on the common “gaps” in performance that must be filled in order for Purchasing Management to provide the continuous improvements needed for organizations to meet their strategic objectives.

The course encourages everyone how to be proactive rather than reactive in procurement activities and how to be working on the “right” things that display Purchasing’s creativity, flexibility, and supply market knowledge. It establishes how to provide and measure purchasing contributions to the organization so that this critical function can be elevated as a core organization competency

The training course will highlight:

- The skills and attributes of world class Purchasing Personnel
- Measuring leading performance
- Selection and application of management strategies
- Understanding the changing International Best Practices
- Managing supplier to obtain best in class results

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Learn how to develop high performance purchasing organizations
- ✓ Develop strategic purchasing plans & discuss how to improve internal customer service
- ✓ Appreciate and see the analytics that guide procurement strategies
- ✓ Explore many ways of reporting key performance indicators (KPIs)
- ✓ Understand the most important competencies for purchasing personnel

Training Designed for:

This course is intended for Procurement and Contracts personnel, Purchasing, Procurement, Contracts, Contract Administration, Projects personnel, Engineering, Facilities, Finance and Maintenance Personnel, Personnel involved in the planning and management of tender process as well as Leaders in the acquisition of materials, equipment and services.

Training Program:

DAY ONE:

- ❖ Pre-Test
- ❖ **Steps to Becoming World Class**
 - What World Class Procurement Departments do differently
 - Category Management & Strategic Sourcing
 - The Kraljic Matrix
 - Winning Procurement Competencies
 - Build a Solid Business Case

DAY TWO:

- ❖ **Evaluating Your Own Operation**
 - Procurement Gap & Benchmarking Analysis



- Spend & Opportunity Analysis
- Developing the Procurement Department Strategic Plan
- Developing Key Performance Indicators (KPI) For Procurement
- Material Chain Management

DAY THREE:

❖ Continuous Improvement Roadmap

- Key Enablers of Procurement
- Agile Procurement
- Supplier Pricing and Managing Price
- Cost Reduction Strategies
- Digitalisation

DAY FOUR:

❖ Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Managing Procurement Risks
- Contract Management

DAY FIVE:

❖ Improving the Image of Procurement

- Global Sourcing
- Market Intelligence
- Stakeholder Management
- Ethics & Corporate Social Responsibility
- Keeping Current in the profession

❖ Course Conclusion

❖ Final Examination and EVALUATION

Training Requirement:

“**Hand’s on practical sessions, equipment and software will be applied during the course** if required and as per the client’s request.”

This training course is available upon request in English or Arabic. Content, location and duration can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures, Concepts, Role Play
- 30% Workshops & Work Presentations, Techniques
- 20% Based on Case Studies & Practical Exercises
- 20% Videos, Software & General Discussions
- Pre and Post Test





Training Certificate(s):

Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

As per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:30	Recess (Prayer Break & Lunch)
13:30 - 16:00	Last Session

For training registrations or in-house enquiries, please contact:

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Training & Career Development Department

