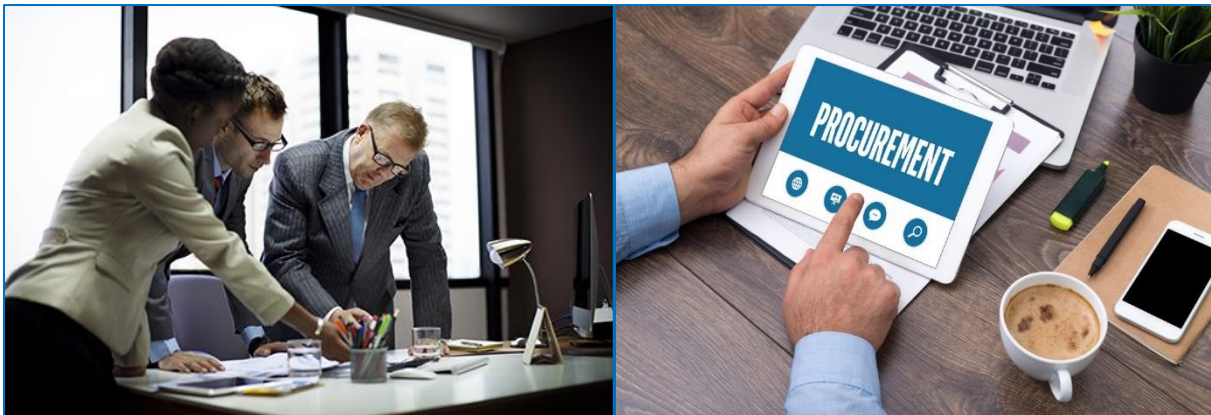




LM069: Procurement Management Professional (an ILM-endorsed version of 'Mini MBA for Procurement Professionals')

Training Description:

This intensive course is designed to meet global changes in transformational leadership, finance and procurement strategies. In today's world middle and senior managers are faced with increasingly complex "value chain management." A strategic approach to procurement can give organisations a competitive advantage by maximizing benefits received in return for spend, therefore professionals need to understand the various elements driving change strategies, ensure cost efficiencies and achieve competitive procurement in a global environment. This course concentrates on the core leadership strategies, financial implications and sourcing activities.

The course will highlight:

- Understanding of strategic leadership in the economic context for your business
- Developing innovation approaches for strategy development
- Enhancing costs awareness within the value chain and understanding the impact on the bottom line
- Defining and apply sourcing strategies in line with your organizational goals and objectives
- Building collaboration and long-term supplier relationships

Training Objectives:

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

- ✓ Understand the benefits of strategies that create and lead change
- ✓ Apply tools and techniques that develop strategic thinking and innovation
- ✓ Implement Analysis and Problem Solving
- ✓ Understand total cost of ownership
- ✓ Develop robust service level agreements
- ✓ Maximise supplier contribution and performance

Personal Impact:

- ✓ To understand the benefits of strategies that create and lead change
- ✓ To apply tools and techniques that develop strategic thinking and innovation
- ✓ Implement Analysis and Problem Solving
- ✓ Understand total cost of ownership
- ✓ Develop robust service level agreements
- ✓ Maximising supplier contribution and performance

Organisational Impact:

- ✓ Understanding of strategic leadership in the economic context for your business
- ✓ Developing innovation approaches for strategy development
- ✓ Enhancing costs awareness within the value chain and understanding the impact on the bottom line
- ✓ Apply powerful interpersonal techniques to improve communication, and stakeholder management
- ✓ Defining and apply sourcing strategies in line with your organizational goals and objectives
- ✓ Building collaboration and long-term supplier relationships

Training Designed for:

This course is intended for those Professionals interested in furthering their leadership and procurement management skills as well as Managers and leaders involved in major global sourcing activities, Finance professionals involved with major capital expenditure projects, Senior Procurement Professionals, Project Managers, Contract and Procurement Managers, Senior buyers and Commodity procurement specialists.

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."

Contents 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 Program:

DAY ONE:

- ❖ PRE-TEST
- ❖ Introduction
- ❖ Procurement Leadership
 - Perceptions of leadership in the field of procurement
 - Management versus Leadership
 - Transformational leadership in procurement
 - The leadership challenge: balancing strategy and culture
 - Leadership in strategic thinking organisations
 - Understanding the interrelated factors that impact procurement

DAY TWO:

- ❖ Aligning Procurement to Organisational Strategy
 - Participating in the Strategic Implementation Planning Process
 - Recognizing and interpreting forces in the strategic environment
 - Strategic implementation tools and frameworks
 - Analysing and prioritizing strategic sourcing issues
 - Harnessing uncertainty and risk
 - Converting Strategy into Action

DAY THREE:

- ❖ Cost Awareness and Financial Impact along the Value Chain
 - From Strategic Planning to the Operating plan
 - Budgeting and costing along the value chain
 - Fixed vs variable costs
 - Contribution Margin
 - Direct vs indirect costs
 - Performance measurement and impact on the bottom line

DAY FOUR:

❖ Global Sourcing and Critical Procurement Strategies

- Defining Procurement Excellence
- Definition of Sourcing Strategy and Critical Supply Strategies
- Tactical versus Strategic Sourcing
- Developing the Strategic Procurement Plan
- Using international supply chains for competitive advantage
- Developing a framework for managing contract risk

DAY FIVE:

❖ Developing and Maintaining Long-term Supplier Relationships

- Implications on supplier selection procedures
- Turning vendors into partners
- Relationship management – suppliers and stakeholders
- Performance improvement metrics
- The Service Level Agreement framework
- Applying the right incentives for the right outcome

❖ Course Conclusion

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

Training course methodology includes discussion and lectures leveraging years of hands-on supply chain experience across oil & gas industries and many countries across the world. **The trainer will use real-world challenges and solutions, exercises and case studies and an extensive course manual.** Participants to this training course will receive a thorough training on the subjects covered by the training course outline with the Tutor utilising a variety of proven adult learning teaching and facilitation techniques.

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

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

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

Training Fees:

TBA 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 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

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

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