Tel No:+97126654546 | Fax No:+97126654182 | Email: training@cmc-me.com | www.cmc-me.com



PM266:
Certified International Procurement Professional:
The Complete Course on Procurement Strategy Management

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Training Description:

Do you feel that your department is reactive to the changing needs of your organisation, slow to change and not fully integrated with the needs of stakeholders?

As a critical business function, procurement has the ability to influence profitability when it is operating at a strategic level. Developing appropriate sourcing strategies, improving the skills of resources and adopting technological solutions can provide a competitive edge to many businesses today.

Strategic procurement is a complex organisation wide process which must deal with rapid changes in technology and global trading conditions while focusing on driving lower costs, innovation and added value. This intensive training course will walk you through the key steps to develop fit for purpose strategies for the acquisition of ideas, goods and services.

Training Objectives:

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

- ✓ Set strategies for world class procurement
- ✓ Evaluate procurement performance
- ✓ Learn value for money techniques
- ✓ Improve the image of the procurement organisation

Training Designed for:

This course is intended for purchasing, procurement, contracts, contract administration, projects personnel and all others who are involved in the planning, evaluation, preparation and management of purchasing and contracts that cover the acquisition of materials, parts, equipment, and services, and who are in organizations whose leadership want high levels of excellence in those involved in these activities.

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:

FIVE DAYS:

- ❖ PRE-TEST
- ❖ Introduction
- ❖ What do world class organisations do differently?
- ❖ Identifying procurement gaps
- ❖ Building a category management map
- ❖ Building a spend map
- ❖ Building a business plan
- ❖ What are key supplier pricing strategies

- Consider what performance to measure
- Explore the value of innovation
- Understand cost reduction strategies
- How to gather market intelligence
- Course Conclusion
- POST-TEST and EVALUATION

Training Certificate(s):

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

Training Methodology:

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 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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