

Comprehensive course in The A-Z of Purchasing &  
Supply Chain Management

*Rome (Italy)*

*25 - 29 November 2024*

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# Comprehensive course in The A-Z of Purchasing & Supply Chain Management

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## Introduction

Managing the purchasing department in the 21st century is a complex and dynamic challenge. As businesses operate in an increasingly global economy, the purchasing function has evolved beyond mere procurement. Today, purchasing professionals must navigate a landscape filled with diverse suppliers, fluctuating market conditions, and ever-changing customer expectations. This course is designed to equip participants with the knowledge and skills necessary to excel in this critical function within the supply chain management framework.

Throughout the course, we will explore the strategic role of purchasing within the overall supply chain, emphasizing the importance of effective supplier management to achieve cost savings and enhance value. Participants will learn how to accurately evaluate suppliers, develop negotiation strategies that yield favorable agreements, and implement performance metrics that align with organizational goals. By the end of this course, participants will be well-prepared to lead their purchasing departments effectively and contribute to their organization's success.

## Course Objectives

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

- Define the Strategic Role of Purchasing: Understand how purchasing aligns with organizational strategy and contributes to overall business objectives, thus underscoring the importance of purchasing in supply chain management.
- Perform Accurate Supplier Evaluations: Evaluate suppliers based on performance metrics, capabilities, and value-added contributions to ensure the best choices are made in line with the definition of purchasing.
- Develop Effective Negotiation Strategies: Utilize negotiation techniques and power dynamics to achieve optimal agreements with suppliers, reinforcing why purchasing is important in supply chain management.
- Explain the Importance of Value Analysis: Recognize how value analysis can lead to cost reductions and enhance purchasing productivity, contributing to effective strategic purchasing and supply chain management.
- Evaluate Department Performance Using KPIs: Identify and apply appropriate Key Performance Indicators (KPIs) to assess purchasing effectiveness, ensuring continual improvement and relevance in supply chain management.
- Improve Purchasing Efficiency: Implement best practices and training programs to enhance the efficiency of the purchasing department, essential for a successful supply chain manager.

## Course Outlines

### Day 1: The Strategic Function of Purchasing

- Understanding Purchasing's Role: The link between the purchasing function and organizational strategy, and how it integrates into supply chain management.

The logo for UK Training Partner features the text 'UK Training' in a smaller, black sans-serif font above the word 'PARTNER' in a large, bold, black sans-serif font. The background of the logo is a stylized chessboard with a white square in the foreground and a black square behind it, with a white king chess piece and a black pawn chess piece on the board. The text is positioned above the chess pieces.

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- Creating a Purchasing Mission Statement: Aligning the purchasing mission with the company's mission to enhance overall effectiveness.

## Day 2: Supplier Evaluation and Negotiation

- Negotiation Fundamentals: Preparing for negotiations, understanding the power dynamics in negotiation.
- Supplier Evaluation: Factors for evaluating suppliers on total performance and how to choose the right suppliers.

## Day 3: Improving Purchasing Efficiency

- Enhancing Service to End-Users: Evaluating service to end-users and conducting surveys for feedback.
- Ethical Considerations: Ethical behavior with suppliers and end-users.

## Day 4: Value Analysis

- Strategic Questions for Value Analysis: The 16 key strategic questions to ask and applying them effectively to drive down costs.
- Cost Reduction Strategies: Optimizing purchasing productivity through effective analysis.

## Day 5: The Evolving Role of the Purchasing Manager

- From Transactional to Strategic: Transitioning from administrative tasks to strategic thinking, emphasizing the changing role in supply chain management.

## Day 6: Key Performance Indicators KPIs for Purchasing

- Identifying Relevant KPIs: Choosing the right KPIs for purchasing and determining the optimal number of KPIs for departmental success.

## Day 7: Supply Chain Management Integration

- The Supply Chain Landscape: Understanding the broader supply chain context and the role of purchasing in supply chain management.
- Collaboration with Other Departments: Working effectively with production, sales, and logistics to enhance supply chain management skills.

## Day 8: Risk Management in Purchasing

- Identifying Risks: Common risks in purchasing and supply chain management.
- Crisis Management: Developing a crisis management plan for purchasing disruptions.

## Day 9: Sustainable Purchasing Practices

- Introduction to Sustainability in Purchasing: The importance of sustainable purchasing and how it fits into the broader supply chain management narrative.
- Building Sustainable Supplier Relationships: Evaluating suppliers based on sustainability criteria to foster a more responsible supply chain.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) in gold and silver, set against a background of concentric circles and a checkered pattern.

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## Day 10: Course Review and Practical Application

- Review of Key Concepts: Recap of the strategic role of purchasing, supplier evaluation, negotiation, value analysis, and KPIs, highlighting their interconnectedness.
- Final Assessment: Evaluation through case studies and role-play scenarios to reinforce learning outcomes.

## Conclusion

This certificate in purchasing and supply chain management course is not only an academic endeavor; it is a practical pathway to mastering the skills and responsibilities necessary for success in today's fast-paced business environment. Participants will leave equipped with essential tools, strategies, and knowledge to thrive in the dynamic landscape of supply chain management, ensuring they are prepared for the challenges and opportunities that lie ahead. The benefits of supply chain management are profound, making it imperative for purchasing professionals to hone their expertise continually. Join us and elevate your career in purchasing and supply chain management today!

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles.

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