

SSM 20 – ADVANCED PROCUREMENT MANAGEMENT

Participants attending the program will review critical supply strategies in the context of current forces of change. This seminar offers the opportunity to study business continuity and contingency planning for procurement and explore attracting and retaining procurement talent.

Participants will increase competencies through a variety of instructional methods including lecture by an experienced practitioner and consultant, exercises, review of published articles, and group discussions covering current practices and their relationship to the implementation of new concepts.

WHO SHOULD ATTEND?

- Senior Contracts, Purchasing, and Procurement personnel who are looking for skills in advanced concepts in procurement and who have already received training in basic procurement best practices.
- All involved in the acquisition of materials, equipment, and services and who are in organisations whose leadership want advanced levels of competency in those involved in these activities.

PROGRAMME CONTENTS

Session 1: Critical supply strategies for the future

- The Procurement Function Imperative
- Influence Of The External Environment
- Forces Of Change
- Adapting To New Business Models
- Missions, Goals and Performance Expectations in a Dynamic World
- Critical Supply Strategies
- Category Segmentation Process

Session 2: The Supplier Relationship of the future

- Transforming The Supplier Relationship
- Developing The Skills Required For Good Relationships
- Defining The Organization's Mission In Building Supplier Relationship
- How To Be A Good Customer
- Communication, Trust, And Credibility As Key Elements
- The Difference Between SRM And Collaboration
- Shrinking The Supply Base

Session 3: Performance Based Service Contracts

- Concepts Of Performance-Based Contracting
- Steps In Developing Performance Based Contracts
- Statement Of Objectives And The Quality Assurance Plan
- Establishing The Incentives And Penalties
- Contractor Development,
- Evaluation Criteria,
- Administering The Performance Based Contract

Session 4: Advanced Negotiation Skills

- Avoiding Confrontational Negotiating
- Developing Active Listening Skills
- Negotiating With An Angry Person
- Dealing With Back Door Selling
- Power Closes That Are Used On The Buyer
- Understanding The Other Negotiator's Power
- Negotiating Pressure Points
- Negotiating With Untrustworthy Counterpart
- Negotiation Tactics And Countermeasures

Session 5: Advancing Procurement Contribution

- Attract And Retain Supply Management Talent
- Center For Advanced Purchasing Studies Latest Benchmark Report
- Business Continuity And Contingency Planning For Procurement
- What Is Activity-Based Costing?
- Ways That Advanced Procurement Can Improve Organization's Finances