

# Leadership & Change Management

## Objectives

This module is part of the EIPM Certifying Courses Level 2

- The module is dedicated to the soft skills required for leading a purchasing function. The key to every successful strategy is the successful implementation. For that, knowing what to do is not enough. Doing it is what counts. Implementation is about change management, communication, network, influence, and people. The objective of that module is to give the tools to purchasing managers for developing those skills.

## Target group

- The module is dedicated to purchasing executives with solid purchasing background who are leading a team of buyers or to senior buyers accessing to executive position.

## Duration

- 3 Days

## Dates

- 21-22-23 April 2010
- 24-25-26 November 2010

## Fees

- Normal fee: 2 450 EUR (+VAT)
- Early bird fee: 2 000 EUR (+VAT) for registration 2 months before the module

## Location

- Archamps (France)

## Content

PHASE	CONTENT
DAY 1	<b>Leadership</b> <ul style="list-style-type: none"><li>• In this module participants will get a sense of what distinguishes leadership from management. They will discover their leadership style, and work out a plan of actions to further develop the leadership capabilities. This module will particularly focus on emotional intelligence, as the common characteristics of all the great leaders, independently from their style.</li><li>• On the other side, participants will explore work on personal priorities and ways to manage those priorities rather the urgency. Conflict management situations and what solution to what situation, will be another important topic of that part.</li></ul>
DAY 2	<b>Communication</b> <ul style="list-style-type: none"><li>• Communication is not simply about written and expression capabilities. It is about active listening as well. How the active listening can be transformed in a powerful tool of communication and how it can help managers in their daily job is one of the objectives of that module. Furthermore, participants will focus on influencing skills. Managers are not operating in an isolated world. To make things happen, they need to influence different stakeholders from employees to their bosses and pairs. Understanding the needs for different stakeholders, building personal networks are two essential issues to be tackled in that part of the course.</li></ul>
DAY 3	<b>Leading change</b> <ul style="list-style-type: none"><li>• Coping with change is a permanent challenge for managers and an imperative for organisations. IN every single implementation, issues of change management should be considered. And change management doesn't simply happen. Managers need to understand the nature of the change needed and how they should go about it. This module will cover from the nature and drivers of the change to learning new tools in leading and managing change.</li></ul>

## Methods and tools

- Many workshops and exercises will be developed to provide participants with individual feedback on their strengths and improvement opportunities.