

Purchasing Management: Skills and Performance Indicators

Objectives

This module is part of the EIPM Certifying Courses Level 3

- The course focuses mainly on management and organisational aspects of purchasing. Among the management issues covered are Skills profiles within purchasing organisations and setting up performance indicators concerning your Purchasing organisation.

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

- 2 days

Dates

- 04-05 March 2010
- 23-24 September 2010

Fees

- Normal fee: 1 700 EUR (+VAT)
- Early bird fee: 1 500 EUR (+VAT) for registration 2 months before the module

Content

PHASE	CONTENT
DAY 1	Do we have the right People skills? <ul style="list-style-type: none">• What are the current and future skills required in Purchasing organisation.• Using the Maturity Model what essential skills do you need to develop or attract to your purchasing organisation.• Talent acquisition, retention and development. How is your function perceived within your company?
DAY 2	Do we have the right Performance indicators? <ul style="list-style-type: none">• Once the Purchasing Organisation & Strategies are clear, the Purchasing Manager must set-up the necessary performance indicators.• Why and what do you want to measure?• Measuring Effectiveness and Efficiency• Using the Balanced Score card approach we will exercise the set-up of aligned performance indicators.

Methods and tools

- Workshops and discussions will be organised in order to exchange experience between participants and the EIPM experts.