

Purchasing Management: Strategies and Organisations

Objectives

This module is part of the EIPM Certifying Courses Level 3.

- The course focuses mainly on management capabilities as well as the organisational aspects of purchasing. Among the management issues covered are strategy definition, organisation and team management.

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 and location

- 3 days on the Archamps Campus (France).

Methods and tools

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

Content

| PHASE | CONTENT |
|--------------|--|
| DAY 1 | <p>Do we have the right Purchasing Strategy?</p> <ul style="list-style-type: none"> • We will start by clarifying what is a company business strategy. This is the basis to set-up a Purchasing strategy which is aligned with the company strategy. We will discuss what purchasing strategy is adapted to each these options. • Participants will work on their own company and purchasing strategy. |
| DAY 2 | <p>Do we have the right Purchasing Organisation?</p> <ul style="list-style-type: none"> • Once the Purchasing Strategy is clear, the Purchasing Manager must set-up the right and adapted organisation. • Which organisation is required to facilitate early purchasing involvement in product and service definition (Upstream organisation)? • Which organisation is adapted to leveraging and coordinating the company needs (Downstream organisation)? Shall the company have a centralised or decentralised purchasing organisation in order to get the best out of the market? We will discuss the different factors and tool to support the decision process. |
| DAY 3 | <p>Do we have the right suppliers and management system?</p> <ul style="list-style-type: none"> • We will discuss SRM-Supplier Relationship Management approaches in order to segment the supplier base and adopt a specific type of relationship to each category. Best practices to handle strategic supplier will be extensively discussed. <p>Do we have the right strategy implementation process</p> <ul style="list-style-type: none"> • We will with the help of the EFQM self assessment methodology benchmark your purchasing organisation |