

Strategic Portfolio Management - Key Commodity Management (KCM)

Objectives

This module is part of the EIPM Certifying Courses Level 2. This is a fundamental training to provide the process and tools for strategic management of a purchasing portfolio. This module provides the tools that can help buyers to structure and formalise a purchasing strategy of a category.

Following this module, participants shall be able to:

- Define a purchasing strategy based on in-depth knowledge of the company needs and market trends
- share with the internal teams the process and tools to define a purchasing strategy
- understand the fundamental steps of a strategic process to manage a portfolio
- Understand how this process can be implemented in terms of global/local organisation (for example within a Lead buyer or Key Commodity Management type organisations).

Target group

- This course targets purchasing staff with a few years experience as a buyer or extensive experience in other functions and aiming to assume regional or global purchasing category management responsibility, particularly Key Commodity Managers and Senior Buyers in charge of commodity teams.

Duration and location

- 3 days on the Archamps Campus (France).

Methods and tools

- Workshops will be used to provide participants with the opportunity to apply the tools presented.
- Participants will be asked to apply the methodology to their own commodities
- Extensive discussions among participants will facilitate a dynamic and interactive learning environment

Content

PHASE	CONTENT
DAY 1	<ul style="list-style-type: none">• Sourcing strategy development from a corporate point of view• Introduction to Sourcing Methodology• Portfolio analysis• How to segment the portfolio• Understanding the dynamics of the supplier's market
DAY 2	<ul style="list-style-type: none">• Purchasing strategy development by segment• Sourcing Methodology• How to find new potential suppliers• Total cost approaches to supplier selection• How to select strategic suppliers
DAY 3	<ul style="list-style-type: none">• Risk• Market Intelligence• Discussion on different purchasing procedures and the role of the KCM• Discussion on the difficulties of the KCM's co-coordinating role and how to deal with it• Communication issues in relation to the management of commodity teams