

Agenda Human Capital in Purchasing:

Networking coctail & dinner : Thurs 29th Oct, 2009

18.00 Registration

19.00 **Welcome – Bernard Gracia,**
Director, EIPM

20.00 Cocktail and Dinner

Workshop: Fri 30th Oct, 2009

08.15 Introduction to the day

08:30 **“European Wide Survey Result:
Human Capital in Purchasing.”**
Kay Bayen, People Development &
Coaching, EIPM.

09.15 **“Global Leadership Development
and ROI in Times of Crisis” :**
Dr Michael Dickmann
Senior Lecturer HRM, [Cranfield
University, School of Management](#)

10.00 Morning Coffee

10.30.1 **" Developing Purchasing skills,
capabilities and processes to facilitate
cross functional projects. Challenges in
attracting and retaining talent within the
purchasing organisation.”**
Vincent Gilli , Regional Supplier
Performance Manager, [Renault Nissan
Purchasing Organisation](#)

11.15 **Workshop Session 1 :**

- What are the Forces of Change that shapes Purchasing objectives and goals? How have the current crisis impacted the role of Purchasing in the Company?

12.30 Lunch

14:00 **“ Managing the Global Talent
Development Process .” :**
Agneta Ieneia, [Holcim Group Support](#)

14.40 **Workshop Session 2 :**

- What are the “Best in class” skills benchmark for Buyers, Upstream Buyers, Category Managers, Purchasing Managers? (Building a career path in Purchasing.)
- What are the Skills & Capabilities for the future?

16.00 Afternoon coffee

16.15 **““Development that Sticks: Best
practices for Ensuring Lasting
Behavior Change.” :**
Charlotte Gerstner, Vice President &
Executive Consultant, [Personnel
Decision International PDI.](#)

17.00 Conclusion and Take-aways

17.30 Close