

Purchasing Management: Skills & Performance Indicators



DAY 1

Purchasing trends

- Trends related to globalisation
- Trends related to value chain
- Building your strategy in one page

Do we have the right People skills?

- Talent management
- Current and future skills required in a Purchasing Organisation

DAY 2

Do we have effective processes

- Measuring the maturity of your Purchasing process
- Improving your purchasing process

Do we have the right Performance indicators?

- Performance measures for purchasing
- Evolving your performance measure as your maturity evolves
- Using the Balanced Score card approach: exercise the set-up of aligned performance indicators

Learning Goals

Following this module, participants will be able to:

- Create a 3 year roadmap to develop the performance of their purchasing units.
- Build a one page strategy that support effective communication to stakeholders.
- Develop and implement a human resource plan to attract, retain and develop people.
- Review and develop the performance of people reporting to them.
- Design and use performance measures.
- Lead effective performance review.
- Assess and improve processes.

Target group

- The module is dedicated to purchasing executives with a solid purchasing background who are leading a team of buyers or to senior buyers accessing to an executive position. It is also suitable for experienced executives new to purchasing.

Methods and tools

- Workshops and discussions will be organised in order to exchange experience between participants and the EIPM experts. Participants will be encouraged to apply the methods to their own purchasing organisation.

Credit for



This module can also be taken on an independent basis.

