

Purchasing Management: Strategies & Organisations

Learning Goals

Following this module, participants will be able to:

- Align the purchasing strategies to business strategies.
- Align the purchasing organization with business organization and constraints.
- Help their team to define appropriate category strategy.
- Manage the complex interaction between internal customers, purchasing teams and suppliers.
- Define relevant objectives.
- Control the delivery of results according to the plan.

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. It is also suitable to 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.

Credit for



DAY 1

Do we have the right Purchasing Strategy?

- 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 of these options.
- Participants will work on their own company and purchasing strategy.

Do we have the right Purchasing Organisation?

- 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 tools to support the decision process.

DAY 2

Do we have the right Purchasing Organisation?

- We will review the various methods and tools and analyse their relevance in relation to the participants' own environments.

DAY 3

Do we have the right suppliers and management system?

- We shall 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 suppliers will be extensively discussed.

Do we have the right strategy implementation process

- We will, with the help of the EFQM self-assessment methodology, benchmark the participants' purchasing organisation.



This module can also be taken on an independent basis.