

EXECUTIVE MBA
MASTER CLASS AGENDA 23rd-25th MARCH 2020



Monday, March 23rd from 09:00 to 12:30

AGILE AND PROCUREMENT

We increasingly here about Agile methods in the procurement world.
This session will introduce the topic
& participants will experiment with designing their own agile process
Some good practices will also be shared

Content

What does agile means?
Agile but not agitated!
How can it fit within procurement?
Workshop
The agile vendor selection process

Monday, March 23rd from 14:00 to 17:30

HOW CAN PURCHASING IMPACT ON SALES?

The roles of procurement in sales has often been discussed
But it is only occasionally implemented.
We will adopt a systematic approach to the topic and see
WHY and HOW it can happen

Content

Why would we do this?
Different supportive business models
Workshops
How to make it happen

Tuesday, March 24th from 09:00 to 12:30

IOT & PURCHASING

The Internet of Things and digital technologies are creating opportunities for purchasing teams. We will explore them and discuss the tensions this creates. We will conclude by describing how from a management point of view you can both use the technologies and support the business transformations

Content

What Is IOT?

A typology of IoT projects

Using digital technologies in purchasing

Helping the business with its digital transformation

How to lead on both fronts

Monday, March 24th from 14:00 to 17:30

CREATING SHARED VALUE

Sustainability is moving from compliance to positive impact on environmental, societal and business performance.

We will explore how this can be achieved

Some tools and case studies will be used during the session

Content

What is sustainability?

Mapping opportunities related to sustainability

Workshop

Case study: creating shared value

Workshop

Wednesday, March 25th from 09:00 to 11.30

CHANGING THE PURCHASING CULTURE

We will investigate How you can evolve a culture in purchasing and discover many of the best practice companies use to do this.

Content

The meaning of culture?

What motivates people?

Some best practices to create a vibrant community

Stories, rituals and heroes

How can you start?

Faculty

Prof Dr Hervé Legenvre

EIPM Research Director
Professor

Prof Dr Legenvre is an expert in the fields of Innovation and Business Excellence. He has 15 years of experience in delivering action learning solutions to industry.

Hervé oversees the EIPM Executive MBA delivered in Europe and Shanghai. He teaches on subjects such as innovation, performance measurement, sustainability and risk management. He currently conducts research on open Innovation and on the impact of the Internet of thing on procurement. He is the co-author of the EFQM framework for external resources management and of the EFQM framework for Innovation. Hervé has co-authored a book on Megatrends: Above the Clouds A Guide to Trends Changing the Way We Work and authored the book on innovation An History of Inventors, the Anglo-Saxon Trail. He has published numerous practitioners' articles and research papers.