

# Strategic Procurement Masterclass

An intermediate to advanced course to supersize the skills of procurement professionals

8th - 9th November 2017  
Kuala Lumpur, Malaysia

## Takeaways

- COPY of the Tube Map of Complexity
- Copy of the CIPS Professional Agenda Dashboard
- Copy of all PowerPoint slides
- Booklet (PDF) of *Category Management is the new Black – but is it working?*

## Major Benefits Of Attending – You Will Be Able To:

- **ACQUIRE** a thorough grasp of the entire process of strategic procurement
- **LEARN** to commence a spend analysis & professional procurement process
- **OBTAIN** the confidence to manage suppliers through a procurement process
- **ADOPT** a variety of professional procurement tools and techniques
- **UNDERSTAND** the context within which procurement has to deliver and meet stakeholder needs
- **MASTER** the growing link between good supply side management & marketing for competitive advantage
- **TAILOR** procurement processes to your company's unique outlook

## Why you Should Attend?

Is your approach to procurement genuinely strategic, or merely tactical? How do you know, truly?

Most organizations spend around 40–70% of their income on goods and services sourced from third parties, to fuel their business. How these monies are deployed back in to the marketplace from your organization is a strategic choice. And if you can purchase these essential tools of business cheaper than your competitors, it is your organization that will gain a competitive advantage from the outset on this basis alone. Yet there are six main sources of competitive advantage – and four can be directly driven from the supply side.

This training workshop will give you the knowledge and understanding, the techniques and the confidence to address your expenditure strategically – to minimize the time, money and effort used supporting both your core and non-core business. It will offer you a vision of strategic procurement which can be taken and applied to your own organization immediately across both DIRECT and INDIRECT expenditures. The workshop relies on a wealth of brief case studies and examples of strategic procurement to help relate the theory of good strategic procurement to its best practice.

## Who Should Attend?

Procurement professionals including:

- Procurement managers
- Supply chain managers
- Business unit managers
- Sourcing managers,
- Category managers
- Vendor managers
- Contract managers

Finance professionals eager to reduce costs:

- CFOs
- Finance executives
- Financial controllers
- P2P managers
- Business analysts, auditors and internal business

Business leaders wanting to manage supply:

- CEO/managing directors
- General managers
- Shared services managers
- Corporate services managers

Business development teams including:

- Business development managers
- Account managers
- Sales managers

Organized by: \_\_\_\_\_



WE SOLVE YOUR PUZZLE