

Strategic Procurement Masterclass

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

14th - 15th March 2019
JW Marriott Hotel, 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: _____

