

EXECUTIVE MBA
MASTER CLASS AGENDA 3-5 DECEMBER 2018



Revisiting the measurement challenge

Monday, December 3 from 13:30 to 17:30

and

Tuesday, December 4 from 09:00 to 12:30

Measuring performance in Purchasing is continuously debated. The session will focus on revisiting the topic with an aim to challenge the existing measurement mindset.

Learning Goals

- Develop critical thinking related to measurement
- Develop your own measurement framework

Content

- Measuring performance: the current state
- Participant share their practices on the topic
- Challenge associated with measurement
 - Predictive measurement
 - Hybrid measurement
- Workshop on predictive and on hybrid measurement
 - Balanced Scorecard and strategy maps
 - Workshop on strategy maps

Faculty

Prof Dr Hervé Legenvre

EIPM Research Director and Editor of the Value Creation Observatory

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.

Leading by learning: can Procurement make it?

Tuesday, December 4 from 13:30 to 17:30

and

Wednesday, December 5 from 09:00 to 12:30

What is it that Procurement should continuously learn to do?
How can we bridge it with our value contribution?
How can it become a message from Procurement?

Learning Goals

- Identify learning opportunities
- Make the development of our knowledge contribute to the recognition of more strategic value
- Lead & influence our stakeholders through our knowledge and value contribution

Content

- Existing Procurement learning processes vs. new ways of learning
- Measuring procurement knowledge acquisition contributes to the company value
 - Develop the storytelling
 - Create the situation of your leadership
 - Revert the buyer-stakeholder relationship

Faculty

Prof François Dousset
EIPM Faculty

François works as a Consultant and Professor for Supply Management. He is specialized in Purchasing Techniques and methodology, with particular interest in market analysis, strategic positioning, cost and Value Management.

In addition, he trains and coaches teams to Negotiation, Leadership and to Organisation and Change Management. Part of his teaching and consulting activities is focused on the training programs EIPM is running worldwide. The list of Clients he has been working with varies from Oil and Gas Industries to Chemicals, Pharmaceutical, Telecommunication industry, Electrics, and it includes Bull, Ministry of Health in France and in Brazil, Siemens PGI, Vodafone, Legrand, NSN, Nokia, Friesland Food, Bayer, Michelin PSA, SABIC, Safran, Bombardier, Schlumberger, Saint-Gobain, and many others.

People Development Workshop

Wednesday, December 5 from 14:00 to 17:30

Session 1: CPO view on hiring, developing and managing people: People and Talent Development in Procurement and beyond ...

Mr Jean-Philippe Collin, former CPO, SANOFI

Content

- Procurement as a Talent development platform for the whole company; the procurement spikes which can make the difference!
- Procurement talent Development: not by chance but by design and construction and ... obsession
 - Talent Development: making it holistic and open



Session 2: Best Practice: Purchasing Academies

Ms Valerie Smeets, Training Specialist, FERRERO

Content

- Overview Ferrero University and academy approach
 - Procurement academy
 - Embedding strategy for trainings

Session 4: Practical experience of monetization of the Executive Purchasing Training and People Development

Mr Alexander Sidorin, CPO, United Metallurgical Company (OMK)

Content

- Objectives & Chronology
- "12-step" process of Implementation of Strategic Sourcing Approach
 - Practical results: real contribution to company's Value