

5th GENERATION PURCHASING

1st April 2020

Over the past years EIPM has investigated how Purchasing organisations evolve to best respond to the current changes in industry and society.

More than ever, as Purchasing leaders, we are expected to deliver on multiple fronts. We are seated on a nexus of tensions and contradictions that make our work challenging, fascinating and essential.

Indeed, most of us need to:

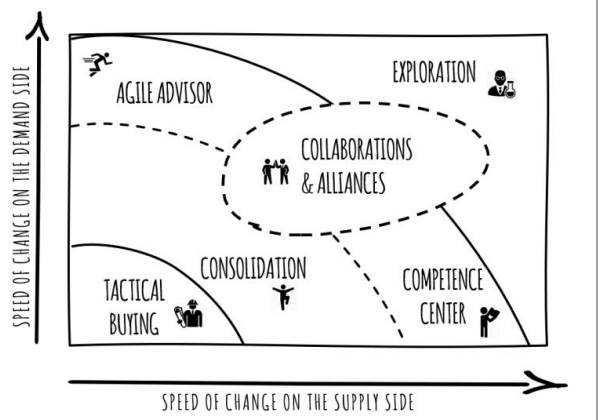
- excel at both efficiency and innovation,
- leverage digital tools and strategic conversations,
- master standardisation and personalisation,
- provide results on both cost and sustainability performance.

In this context, one-size-fits-all approaches are irrelevant, adaptability is of utmost importance. We need to concurrently operate different ways of working to address diverse situations. And we need to be able to move swiftly from one to another as the world evolves around us.

With leading practitioners we have created a new framework that puts the pace of change at the heart of how we deliver on varied objectives and get things done.

This framework describes six work modes that Purchasing Organisations need to master. The six work modes are based on the speed of change and on both the demand and the supply side.

Purchasing teams will need to adopt a business mindset and move swiftly from one work mode to another.



JOIN US!



SPEAKER

Hervé Legenvre, PhD
EIPM Research Director



FORMAT

Duration of the presentation
is 40' followed by 20' Q&A.



REGISTRATION

Participation is free-of-charge but, as
the number of places is limited,
registration is compulsory. To
register, please visit www.eipm.org.



WHO SHOULD JOIN?

This webinar is designed for
professionals looking for different
ways of working to address the current
changes in industry and society.



SCHEDULE – 01/04/2020

Two sessions are planned on the same day, to allow participants from all over the world to join:

SESSION 1

10:00 Paris
13:30 Mumbai
16:00 Shanghai

SESSION 2

16:00 Paris
08:00 Mexico City
10:00 Washington DC
11:00 Buenos Aires / São Paulo

