

“Making buyers leaders of the new world”

On-line Interactive Workshop

DIVERSIFYING COMPETENCES LEARNING RADICALLY DIFFERENTLY

Who can
participate?

Procurement H.R.
Procurement specialists in charge of people development
Procurement Executives in charge of team management

Why to
participate?

To hear about Procurement HR Best Practices from Top multinational companies
To reflect on HR trends and practices in the context of the 2020ies
To elicit the development of new competences in a world which has changed
To educate Procurement Professionals differently
To focus on new types of Procurement professionals

What
will it consist
of?

Testimonies from HR and Procurement executives
Panel discussion among HR and Procurement executives
Key-notes and synthesis by the E.I.P.M.

When
will it
happen?

Diversifying competences: June 9th, 9:00 – 11:30 am C.E.S.T.
Learning radically competences : June 9th, 2:00 – 4:30 pm C.E.S.T.

EIPM WORKSHOP

“Making buyers leaders of the new world”

DIVERSIFYING COMPETENCES

June 9th, 2022, 9:00 AM – 11:30 AM CEST on-line

Interactive
introduction

09:00 Welcoming and topic introduction: “The profiles Procurement needs to seize here and now” Francois Dousset, **EIPM**

Testimonies from Guest speakers

09:10 Interview of **Ms Snigdha Naik, STMICROELECTRONICS**

09:20 **Topic 1** “The importance of visionary leaders in and around Procurement”
Vincent Guibbaud, VOLVO

- Detecting / Recruiting visionaries from the outside
- On-boarding visionaries
- How can the team learn from visionaries?

09:35 **Topic 2** “The need for disruptive leadership in Procurement”,
Bernard Gracia, EIPM

- The ability of buyers to break the rules
- The need for social brokers in Procurement
- The creative competence

Participative
discussion

10:00 Panel discussion
Snigdha Naik, STMICROELECTRONICS
Vincent Guibbaud, VOLVO
Bernard Gracia, EIPM.

Cconclusion

11:00 Synthesis: how can Executive Education make new Procurement leaders emerge Francois Dousset, **E.I.P.M.**

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LEARNING RADICALLY DIFFERENTLY

June 9th, 2022, 2:00 PM – 4:30 PM CEST

on-line

Introduction

2:00 Welcoming and topic introduction: “Why Learning has changed in the last few years”, Francois Dousset, **EIPM**

Testimonies from Guest speakers

2:15 **Topic 1** “Learning environments stemming from entrepreneurship”

David Benhaïm, L'OCCITANE

- Continuous professional development – concept of ‘flying buyer’
- Learning from the multiplicity of business environments and partnership programs
- Social emulation and social learning
- Inspiring other functions to develop the concept

2:30 **Topic 2** “The rise of aspirational trainings in Procurement”

Marco Baraldo, FERRARI

- Can we learn without the intention of transforming ourselves?
- Getting inspired by targets: sustainability, procurement contribution
- Getting inspired by adjacent fields: sports, arts

2:45 **Topic 3** “Lateral themes which inform Procurement”,

Julie Micolle, LVMH

- Business vision, world view, outer opportunities: do we really learn from them?
- Do social interactions elicit creativity or entrepreneurship?
- Experiential learning: are they really learning something?

Participative discussion

3:00 Panel discussion

David Benhaïm, L'OCCITANE

Marco Baraldo, FERRARI

Julie Micolle, LVMH

Conclusion

4:00 Synthesis: new times, new educational solutions
François Dousset, **E.I.P.M.**