

Topic: Procurement/Purchasing

Course: **FIFTH GENERATION PURCHASING**



Dates of first & last classes:

In **English**: from 25 to 26 (am) August 2025

In **French**: On demand

General information

◆ Aim of the course

To understand EIPM's vision on procurement and how to use multiple work modes favouring in-sync work with the business and markets.

◆ Learning goals

- Understand how to anticipate and accelerate concurrently
- Understand how to jointly explore and exploit opportunities
- Develop ability to work using different modes
- Master tactical buying, consolidation, alliance and partnership, agile advisor, competence centre and exploratory modes.

◆ Audience

All Procurement managers or aspiring managers who want to have more impact on their organisation.

◆ Prerequisites

- A good command of English or French.

◆ Learning mode & pedagogy

On-site training at the EIPM Archamps campus (FR)

It consists of :

- Theoretical presentations
- Real cases & practical use examples
- Discussions & brainstorming
- Sub-groups workshops
- Role play

Theoretical learning content - Estim. duration: 3 hrs

Preparatory work: Reading

First 120 pages of the book "Fifth Generation Purchasing".

The book will be delivered to participants.

Programme for the first day of class | 7 hrs

I. Evolution of Procurement, Tactical buying mode

- Context of the book and the Procurement evolution
- Workshop: Developing a vision of Procurement in 2030 & debriefing
- Lecture & discussion: the six work modes
- Lectures & workshop:
 - Tactical buying mode
 - GenAI & digitalisation

II. Consolidation mode, Agile advisor mode, and Competence centre mode

- Lecture & Workshop:
 - Consolidation mode
 - Iterative category strategies
 - Assumption-based planning
- Lecture & workshop:
 - Agile advisor mode
 - Positioning procurement as a knowledge hub
- Lecture & workshop:
 - Competence centre mode
 - Ecosystem mapping

End of day 1

Half-day consecutive class programme | 3.5 hrs

III. Collaboration and alliances, and Exploratory mode

- Lecture & discussion:
 - Collaboration and alliance mode
 - Developing attractiveness for innovation
 - Lecture:
 - Exploratory mode
 - Innovation: Accessing suppliers for innovation
 - Organising Procurement for innovation
 - Debrief
- End of the course



"Fifth Generation Purchasing"
by Hervé Legenvre & Bernard Gracia