

Topic: Procurement/Purchasing

Course: **PEOPLE, PROCESS AND PERFORMANCE**



Dates of first & last classes:

In **English**: from 26 (pm) to 27 (am) August 2025

In **French**: On demand

General information

◆ Aim of the course

To be able to strengthen their procurement organisation by excelling at people management, process improvement and performance management.

◆ Learning goals

- Create a 3-year roadmap to develop the performance of your team
- Develop a people management plan
- Assess, review and improve key processes
- Master performance measurement and reviews.

◆ 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

There is no e-learning & preparatory work for this course

Programme of the trainer-led classes | 3,5 hrs x 2

I. People Management

- Introductory presentation by the trainer on the reasons for the 3 subjects covered together
- Lecture on people management
- Workshop & presentations: Developing a programme of event to create an engaged community of buyers.

II. Process Management

- Lecture: How to conduct simple process improvement reviews.

III. Performance

- Lecture & discussion: Improving performance measurement practices
- Workshop: Developing a strategy map and a balanced scorecard for your procurement organisation
- Conclusion & debrief of the session.

