

Theme: Procurement/Purchasing

Course: **FIFTH GENERATION PURCHASING**



**Date of first - last class::**

In **English**: from 25 (all day) 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