

## Learning Objectives



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

- 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.

## General information



### 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



### Graduation

Digital certificate of attendance

## Programme of the trainer-led classes



### 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

### 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

## Self-Learning



First 120 pages of the book "Fifth Generation Purchasing". The book is delivered to the participants.

