



## Learning Objectives



To understand the market trends and what is happening around them.

- Get information from the market and do a thorough market analysis
- Understand new relationships with suppliers,
- Implement an objective, transparent supplier selection process
- Segment portfolio and define priorities
- Understand the different levers to implement in a supplier strategy.

## General information



### Audience

- Procurement professionals looking to acquire a broader perspective on the function
- Strategic buyers,
- Newcomers to the profession any professional (Internal Business Partners) willing to understand Procurement and the relation with Suppliers.



### Prerequisites

- A good command of English or French
- Have the necessary technical equipment to follow online courses.



### Modalities

Theoretical e-learning through individual selfpaced sessions. This first step has to be considered as the essential pre-work for.



Learning application in online group classes. Participants use actively their knowledge and put into practice in **workshops, role-plays**, case studies, presentations and debates.



### Graduation

Digital certificate of attendance

## Programme of the trainer-led classes



### I. Suppliers

- Introduction and recap of the e-learning
- Lecture & discussion on "Current macro-procurement trends"
- Peer to Peer session on "Pitching a market"
- Lecture on Porter's 5 forces
- Lecture & discussion on SRM & it's added value to procurement function
- Workshop on the supplier classification
- Conclusion & recap of the topics

### II. Relations with Suppliers

- Participants presentation of their Porter's analysis of the market
- Discussion on market structures, business models & market transformations
- Participants presentation: stakeholders' perceptions about their SRM segmentation of suppliers
- Lecture: the concept of Working Relationship Index (WRI)
- Conclusion & recap of the topics

### III. Strategy

- Workshop: Case study on Pizza making
- Lecture: Levers that are used in a procurement strategy
- Lecture on Kraljic matrix, introduction
- Lecture: the key steps in the selection of a supplier
- Workshop: supplier selection, detailed steps & best practices
- Recap & conclusion

### IV. The Right Levers to Execute a Strategy

- Lecture: the AT kearney's model of the Procurement Chessboard
- Workshop: on the Kraljic's matrix
- Workshop: Participants present their procurement levers
- Conclusion & final quiz on the course understanding

## Self-learning



### 6 e-modules

- **Supply and demand**  
Introduction - The fundamentals of Supply & Demand.
- **Information Sources in Procurement**  
Introduction - Information sources in Procurement.
- **What is SRM (Level 1)**  
SRM's added value - SRM & value location - SRM process.
- **Understanding your SRM Partner**  
Understanding the supplier's DNA - Case study: an unwilling SRM partner - The easiness of the business relationship.
- **Procurement Levers**  
The "What & Why" of Consolidation - The "What & Why" of Standardisation - Impact on Competition.
- **Supplier Prospction and Selection**  
Defining criteria & starting the search for the suppliers - Getting supplier info & visiting them - Testing price & selecting the supplier - The selection grid.

## Reading & Video



- What IT executives are saying about vendor consolidation



### Preparatory work

Before the second group class: based on the participant's market and qualitative classification of suppliers from stakeholder's perspective.