

Learning Objectives



To be able to take the lead in transforming Procurement thinking & mindset, and contribute to make it more strategic to the company.

- Understand the dimensions of Procurement transformation
- Identify the levers of organisational change
- Make Procurement more resilient and adaptive.

General information



Audience

Category managers, strategic buyers, senior buyers, key supplier managers, procurement directors.



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

2x



I. Procurement transformation and differentiation

- Sub-groups workshop & presentations on contextual changes: Markets and Procurement trends, Geopolitics, Macro-economics...
- Workshops & presentations on Procurement transformation: Strategies, Buyers' skills, relationships...
- Lecture on trends in Procurement
- Procurement differentiation and workshop to help the transformation of Procurement.

II. Models of change

- Procurement transformation: Benchmark against various industries examples
- Transitional change management: workshop on AKDAR model
- Disruptive change management: workshop on Dannemiller factors
- Lecture & brainstorming on Planning the transformation

Self-learning



8 videos



- Purchasing Development Model
- Leaders live in a Glass House with Arjan van Weele

The Prosci ADKAR Model - 6 parts:



- Awarness
- Desire
- Knowledge
- Ability
- Reinforcement
- Kotter's 8-Step Change Model Explained



Case study preparation:

Diagnosing the level of maturity of your organisation.