




Learning Objectives


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

- 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.

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

There is no self-learning or preparatory work for this course

 **Graduation**
Digital certificate of attendance

Programme of the trainer-led classes

2x  7 hrs

I. People Management

- Introductive 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.

