

Learning Objectives



A true leader embodies authority, not just holds it. This course explores how personal leadership transforms purchasing strategies, focusing on legacy, charisma, and key leadership traits in procurement.

- Define your quest and the field of your personal leadership
- Understand the organisational setting necessary to the development of leadership
- Create the relational frame and dynamics to ensure leadership
- Capture the personal traits for the development.

General information



Audience

Procurement team managers, transformation leaders, Procurement executives



Prerequisites

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



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. Leadership definition & Personal branding

- Debriefing of the pre-learning
- Lecture/discussions on:
 - Leadership definition
 - 6 leadership roles in Procurement
- Workshop: Leadership towards stakeholders
- Lecture/discussions on leadership & followership.

II. Leadership & Transformation profile

- Discussions & mini-workshop on:
 - Leadership profiles
 - Transformation profiles
- Discussion on the MBTI-based model.

III. Making Procurement a learning organisation

- Discussion & mini-workshop on:
 - Experiential learning
 - Social learning
 - Learning myopia
- Pro-transformative people.

IV. Procurement Strategy

- Discussion on perspectives and leadership strategies
- Brainstorming on different ways to formulate & activate a strategy
- Discussion: how to take a leading role in strategy
- Workshop on strategic levers.

Self-learning



Readings & Videos



- The MBTI History
- Jungian concepts
- Extraversion and introversion



Arjan van Weele:

- Procurement evolution
- Leaders leave in a glass house

V. Strategic levers in procurement

- Discussions on the various strategic levers (Cooperation, multi-party, social-brokerage, curating levels of works)
- Workshop & presentation on initiatives to be taken:
 - Explore value-creation opportunities
 - Differentiate opportunities to become more explorational
- Lecture on phenomena of attrition, strategic drift, and transformational resilience.