

DAY 1

Procurement Organization & E2E Process

- Procurement Organizational Design
- Procurement Cost Efficiency Benchmarking
- The E2E Procurement Framework
- Fit-For-Purpose Procurement for Different Categories
- Supply Chain Cost Modelling
- Finance for Non-finance Managers

DAY 2

Contracting Strategy

- Introducing the Case Study
- Critical Elements in a Contracting Strategy
- When to Apply Contract Remuneration Types
- Identify and Mitigate Procurement Risks
- Develop a Contracting Strategy

DAY 3

Go-To-Market Approaches

- Company's View
- Suppliers' View
- Supply Market Analysis (SWOT Analysis)
- Competitive Bidding Process and Documentation
- Outsourcing
- Consortium
- Alliance

DAY 4

Communication, Negotiation, Conflict Management Skills

- Influencing Skills
- Conflict Management Methodology

- Conflict Management Role Play
- Negotiation Methodology
- Teams Prepare for Deals Negotiation based on Case Study
- Teams Negotiate on Deals

DAY 5

Managing the Contract Post Award and Performance Management

- Contract Terms & Conditions
- Initiate Contract Start-up
- Contract Performance Management
- Contract Management Plan
- Contract Close-out