

## **DAY 1**

### **Procurement Leadership**

- Perceptions of leadership in the field of procurement
- Management vs. leadership
- Transformational leadership in procurement
- The leadership challenge: Balancing strategy and culture
- Leadership in strategic thinking organisations
- Understanding the interrelated factors that impact procurement

## **DAY 2**

### **Aligning Procurement to Organisational Strategy**

- Participating in the strategic implementation planning process
- Recognizing and interpreting forces in the strategic environment
- Strategic implementation tools and frameworks
- Analysing and prioritizing strategic sourcing issues
- Harnessing uncertainty and risk
- Converting strategy into action

## **DAY 3**

### **Cost Awareness and Financial Impact Along the Value Chain**

- From strategic planning to the operating plan
- Budgeting and costing along the value chain
- Fixed vs. variable costs
- Contribution margin
- Direct vs. indirect costs
- Performance measurement and impact on the bottom line

## **DAY 4**

### **Global Sourcing and Critical Procurement Strategies**

- Defining procurement excellence
- Definition of sourcing strategy and critical supply strategies

- Tactical vs. strategic sourcing
- Developing the strategic procurement plan
- Using international supply chains for competitive advantage
- Developing a framework for managing contract risk

## **DAY 5**

### **Developing and Maintaining Long-term Supplier Relationships**

- Implications on supplier selection procedures
- Turning vendors into partners
- Relationship management – *suppliers and stakeholders*
- Performance improvement metrics
- The service level agreement framework
- Applying The right incentives for the right outcome