

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