KOENIG SOLUTIONS · COURSE OUTLINE

Advanced Contract and Financial Management (L5M4)

Learn to measure and improve contract performance, apply strategic sourcing, and manage financial and currency risks across supply chains.

120 Hours	4	70
DURATION	MODULES	TOPICS

COURSE OVERVIEW

This course examines tools and techniques for measuring and developing contract performance in procurement and supply, including key performance indicators, supply chain performance measurement and supplier development approaches. It covers the concept of strategic sourcing, looking at market factors, sourcing options and strategic assessment of key suppliers. It addresses financial techniques affecting supply chains, such as the impact of costs and finance, and methods for managing currency and commodity volatility. It concludes with financial and performance measures for the supply chain, including stakeholder feedback and benchmarking approaches.

WHO THIS COURSE IS FOR

Provides senior buyers, contract and supply chain managers with the expertise to improve organisational procurement and to fulfil organisational objectives. It gives you the knowledge base to reduce cost, improve quality and timescales, manage the supply chain and deal with legal issues

PREREQUISITES

- You will need to have achieved the CIPS Level 4 Diploma in Procurement and Supply.

LEARNING OBJECTIVES

- Assess the use of key performance indicators in procurement
- Evaluate methods of measuring and improving supply chain performance
- Examine approaches available for supplier development
- Assess innovative measures to improve the supply chain
- Assess market factors that influence strategic sourcing
- Analyse a strategic assessment plan for a key supplier
- Analyse how costs and finance can impact supply chains
- Assess methods for managing currency and commodity volatility

COURSE SYLLABUS

4 Modules, 70 Topics

1.0

Understand and Apply Tools and Techniques That Can Be Used to Measure and Develop Contract Performance in Procurement and Supply

1.1 ASSESS THE USE OF KEY PERFORMANCE INDICATORS (KPIS)

- Cost
- Quality
- Delivery
- Safety

1.2 EVALUATE METHODS OF MEASURING AND IMPROVING SUPPLY CHAIN PERFORMANCE

- Collate and analyse data
- Measure supplier innovation against agreed matrix
- Measure time to market against agreed timescales
- Create e-systems integration across the organisation and its supplier network
- Cost and benefits of investments measurement
- Ensure a balance between qualitative and quantitative measures of performance
- Measure return on investment

1.3 EXAMINE APPROACHES AVAILABLE FOR SUPPLIER DEVELOPMENT

- Knowledge and technology transfer
- Collaborative product/service development
- Continuous improvement reviews and strategies
- Supplier capability assessments
- Identify opportunities to use technology

1.4 ASSESS INNOVATIVE MEASURES TO IMPROVE THE SUPPLY CHAIN

- Cross-functional working
- Simultaneous engineering
- Early supplier involvement
- Supplier forums and associations

2.0

Understand and Apply the Concept of Strategic Sourcing

2.1 ASSESS THE MARKET FACTORS THAT INFLUENCE STRATEGIC SOURCING

- Industry dynamics
- Pricing behaviour
- Financial data on suppliers
- Market demand and supply factors
- Business motivations, cost margins and working practices of key suppliers
- Internal stakeholder involvement

2.2 EXAMINE THE ASSESSMENT OF SOURCING OPTIONS FOR STRATEGIC SUPPLIES OF PRODUCTS AND/OR SERVICES

- Contract type and duration
- Competitive vs. non-competitive sourcing
- Number of suppliers and vetting strategies
- The use of e-sourcing
- Competition
- Direct negotiation
- Joint proposition improvement

Understand and Apply the Concept of Strategic Sourcing (continued)

2.3 ANALYSE A STRATEGIC ASSESSMENT PLAN FOR A KEY SUPPLIER USING MODELLING AND ANALYTICAL TECHNIQUES

- Capacity and capability
- Planning
- Quality control systems
- Security
- Technical expertise
- Reputation and time established
- Investment plans
- Trading with competitors
- Financial reports
- Analysing potential sales
- Future expansion opportunities – partnership potential

3.0

Understand and Apply Financial Techniques That Affect Supply Chains

3.1 ANALYSE HOW COSTS AND FINANCE CAN IMPACT ON SUPPLY CHAINS

- The financial objectives of different organisations (e.g. value for money, maximising shareholder wealth and providing a surplus)
- The costs of materials, labour and overheads
- Funding working capital and credit insurance
- Project funding
- Medium and long term financing options
- Corporate financing decisions in investment, finance and dividends

3.2 CRITICALLY ASSESS METHODS FOR MANAGING THE VOLATILITY OF CURRENCIES IN SUPPLY CHAINS

- Fixed and floating exchange rates
- Demand and supply factors in foreign exchange and the reasons for exchange rate volatility
- Spot, forward and derivative instruments in foreign exchange
- Services provided by the banking sector in foreign exchange

3.3 ANALYSE METHODS FOR MANAGING THE VOLATILITY OF COMMODITIES IN SUPPLY CHAINS

- Demand and supply factors in commodities
- The differentiation of commodities
- Soft and hard commodity markets
- Speculation in commodity markets
- The use of spot, forward, futures and hedging in the buying and selling of commodities
- The use of a Contract for Difference (CFD) in the buying and selling of commodities

4.0

Analyse and Apply Financial and Performance Measures That Can Affect the Supply Chain

4.1 ASSESS FINANCIAL MEASURES THAT CAN BE APPLIED TO MEASURING THE PERFORMANCE OF THE SUPPLY CHAIN

- The measurement of costs, timescales, processing, quality and satisfaction
- Financial measures such as profitability, return on investment, sales growth, cash flow
- The use of balanced scorecard methodologies

4.2 EXAMINE THE IMPACT OF STAKEHOLDER FEEDBACK ON THE SUPPLY CHAIN STRATEGY

- Articulating the supply chain strategy
- Determining measurable outcomes of success
- Devising metrics of performance including feedback from 3rd parties and suppliers, and other stakeholders
- Reporting structures and processes

4.3 ANALYSE APPROACHES TO BENCHMARKING THAT CAN BE APPLIED TO MEASURING THE PERFORMANCE OF THE SUPPLY CHAIN

- The use of benchmarking in supply chains
- Comparisons of business unit, competitors or other industry players
- Gap analysis and performance improvement

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

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