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Certificate in Strategic Purchasing Management

Mastering the new challenges of top Purchasing Management

This program is endorsed by Logistics in Wallonia, the wallon cluster for regional growth, innovation and development in supply chain, logistics and mobility.

AGORIA



BENEFITS OF THE PROGRAM



Why this program?

The **Purchasing Manager** is a key player in the Executive Team and a trusted actor in the Supply Chain. No business player can ignore the Supply Chain to which his organization belongs. Neither can he overlook the challenges facing his operations and the value of a **close collaboration** with his suppliers and contracted partners.

The Purchasing Manager makes sure that the quality of exchange and cooperation with suppliers provides a **key of competitiveness** to his own organization. Relationships with suppliers aim at a win-win result, which requires a constant search for common value creation.

Sourcing, purchasing and procurement require global access and use of **sophisticated information and communication systems**. Today, purchasing performances can be greatly impacted by the use of internet.

The Purchasing Manager must be able to demonstrate a capability to marry **strategic and tactical decisions**, in a turbulent world of uncertainty. Because of the complexity of his job, he needs to acquire and master **technical, managerial and behavioral competences** with the required depth and -more important?- width.

For such purposes, and to respond to this demanding context, the program responds to the business needs of providing a **global, up-to-date** expertise in the strategic management of purchasing in order to fully integrate and support the **enterprise strategy**.

Objectives

The **learning objectives** of this program are:

- Transform/Reinforce the strategic side of a purchasing organization;
- Understand the people side of a purchasing organization;
- Create value by designing and implementing a purchasing strategy;
- Acquire and master purchasing tools for making mindfulness decisions;
- Manage the extended enterprise.

To whom is the program made for?

This program is **tailored** for:

- Purchasing Manager from a small or medium size enterprise or administration;
- Lead Buyer from a large corporation or from the public sector;
- Leaders in Production, Marketing, Logistics, Finance, etc., who need - or want to - familiarize with the strategic approach of Purchasing from the top end;
- Any type of activity sectors - industry, services, ... - private or public.

An adapted pedagogy

A **6-day** program based on a renewed pedagogic approach:

- Lectures by academics and practitioners, jointly proposing newest concepts and concrete illustrations;
- Submission of reading and viewing assignments through an e-learning platform;
- Visits and case discussions in selected organizations;
- Submission and presentation of a personal application of the lessons learned to the participant's own organization.

CONTENT OF THE PROGRAM



INTRODUCTION

People in Purchasing

Day 1

Friday
Sep 14

STRATEGIC CORE

Day 2

Friday
Sep 28

Day 3

Saturday
Sep 29

ON SITE

STRATEGIC ENABLERS

Day 4

Friday
Oct 12

ON SITE

Day 5

Friday
Oct 19

PERSONAL CONTRIBUTION

Day 6

Saturday
Dec 15

e-learning material (pre-requisites)

e-learning material (consolidation & internalization)

e-learning material (exchange about personal application)

AM: Introduction

Marc Fourny /
Ir Emmanuel Stenier

- Introduction to the program
- Logistics and operations
- Use of moodle
- Objectives of the individual paper

PM: People in Purchasing

Ir Vincent Glorieux

- Transforming your Purchasing Organization
- Typology of Structures
- Purchasing competencies

Day 2 & 3: Strategic Purchasing

Dr Constantin Blome /
Pascal Reyntjens

- Fundamentals of purchasing & category strategies
- Implementation of purchasing Strategies
- Purchasing Strategies
 - Outsourcing
 - Offshoring
 - Global Sourcing
 - Innovation
 - Sustainability
 - Risk Management

Day 4: Changing Environnement

Ir Emmanuel Stenier

- From project to series
- Responses to change
- Supplier collaboration

Day 5: Management

Philip Meyers

- Performance Management
- Audit & Supplier Development
- Purchasing tools

Presentations Group Discussion

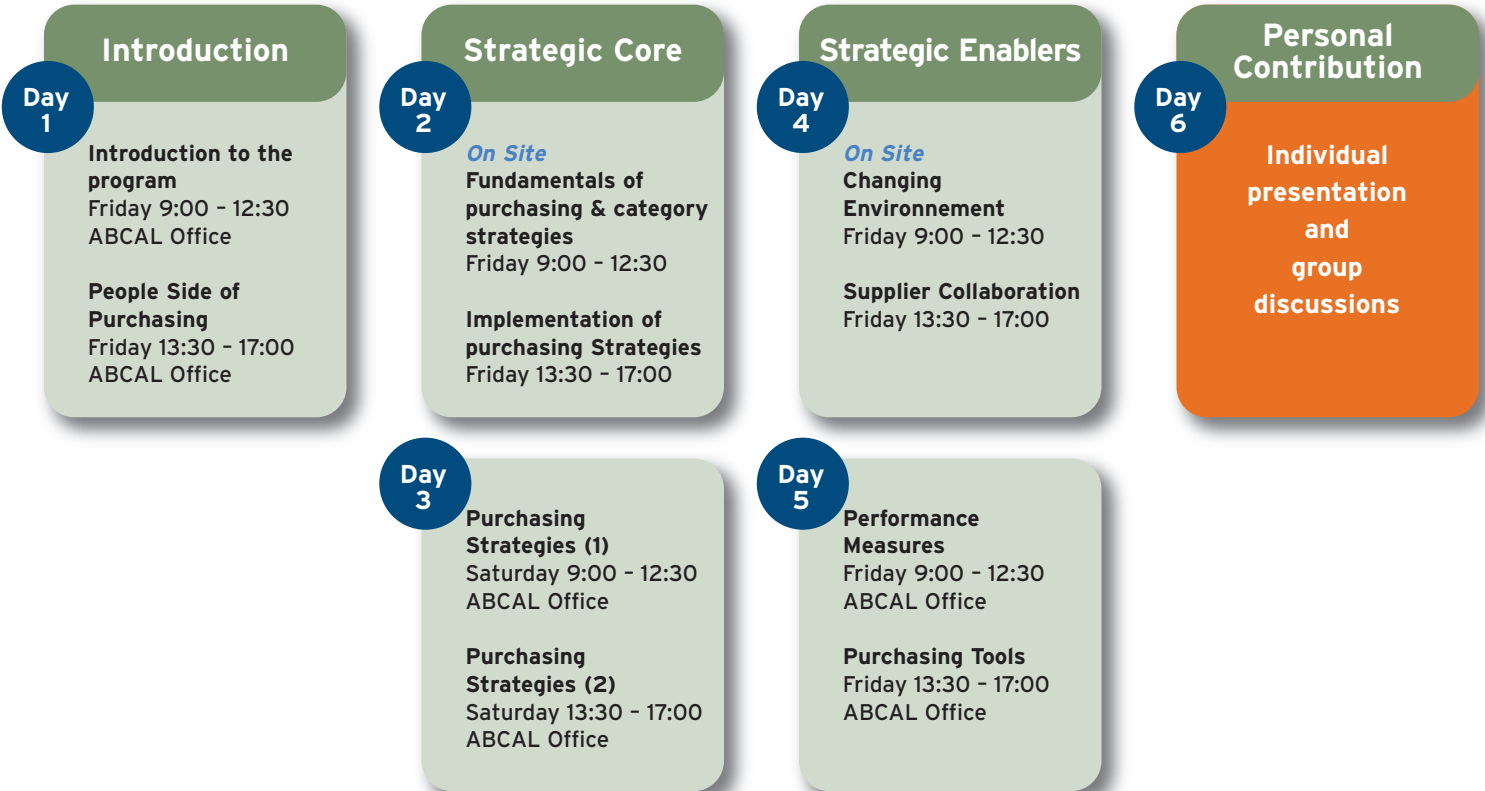
Presentation of a personal application of studied materials to own organization:

- Prepared with and coached by the professors;
- Discussed and collectively shared with other participants

PRACTICAL INFORMATION



Calendar



Location: Unless organized on site, the location of the lectures is CEI 2 (ABCAL Office), 6, rue Louis De Geer, B-1348 Louvain-la-Neuve.

Language of the program: English; participants are expected to master the English language.

Registering and program fee:

- The applications will be examined by a jury on the basis of background, experience and motivation.
- The program fee amounts to 3950 Euros (3450 Euros for members of ABCAL, Agoria, LiW) and includes tuition, pedagogic material, course facilities, lunches and coffee breaks.
- In case of withdrawal before the start of the training, an indemnity of 10% will be required. After the start, no more reimbursement will be possible.

Certification:

- Participants who attended regularly the program and completed successfully the final application assignment and presentation will be granted the «ABCAL Certificate of Strategic Purchasing Management».
- The program has been designed so that it reflects the new Supply Chain standards of the European Logistics Association.

More information?

- Program enquiries can be addressed to Ir Emmanuel Stenier, Program Director (by e-mail: emmanuel.stenier@socotra.management or cell phone: +32 474 85 22 64)
- Practical and administrative questions to Mrs Pascale Eysenbrands, ABCAL Secretary (by e-mail: info@abcal.org or by phone: 010 39 00 57)