

Course Overview:

Best Effective buyers have to understand how to bring for change. They have to understand the impact and value they can make by getting a deep understanding of how to capture the best requirements of the business; select those suppliers who are a strategic match through a robust qualification and tender process; and negotiate and prepare viable and sustainable supply contracts that add real and tangible value.

Course Objective:

- Evaluate Suppliers - developing key measures for a total cost and value approach
- Select and Managing Suppliers
- Develop a Balanced Performance Measurement Framework that is value driven
- Achieve Operational Efficiency in Purchasing
- Understand the Stages of Effective Contract and Supplier Management

Course Outline:

- The Importance of Effective Purchasing
- Procurement Strategy
- Strategic Cost Management
- Good Specification for goods and services
- Defining Needs and Wants
- Developing the Criteria for Pre-Qualification
- Selecting Suppliers
- Tender Process
- Negotiating the Deal
- Importance of Contract Management

Who Should Attend:

- Contracts, Procurement, Purchasing, bayers and Project personnel

Training Language:

English

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation