



PERFORMANCE
AND DILIGENCE

Supply Management



Description

This course provides an overview of the various functions related to procurement. Intended both for product and service organizations, supply management can achieve effective and controlled management of purchasing for the entire company.

Target audience

Those responsible for or involved in purchasing, logistics or procurement services.

Course plan

Day 1

- Procurement and its evolution;
- Procurement components;
- Procurement challenges;
- The role of procurement within the organization;
- The contribution of procurement to company profits;
- Procurement steps and their effect on inventory;
- Inventory classification;
- Inventory cost;
- Economic order quantity in purchasing and production;
- The reorder point;
- Safety stock calculation.

Day 2

- Quantitative methods of demand forecasting;
- Identifying raw material requirements;
- The criteria for choosing a supplier;

- Outsourcing: risks and advantages;
- Bids and tenders;
- Negotiation and its key concepts;
- Discounts, methods of payment and the code of ethics;
- Normalization vs. standardization;
- Mode of transport;
- Incoterms and their influence on acquisition costs.

Objectives

- To develop and adopt the key essential elements that make up the integrated procurement process;
- To develop and implement modern and effective supply management practices.

This course relies heavily on class participation: many scenarios, as well as time scheduled for discussion and exchange, ensure better assimilation and mastery of the tools and concepts and enable participants to learn from each other's experiences.

Duration

2 days.