

Leading A World-Class Procurement Organization Program

Developed in Partnership with



Managing Suppliers for World-Class Performance

This program focuses on the key leadership mindsets needed and the critical behaviors professionals must embody as they build a world-class procurement organization. It asks learners to question their assumptions and envision new possibilities within their organization's procurement. The first section of this program provides a broad introduction to the concept of the end-to-end supply chain. Learners will use it as a lens to change the way they think about procurement decisions within their organization.

In Section 2, learners will encounter key considerations for developing a procurement approach that builds competitive advantage for their organizations.

Section 3 looks at critical value drivers for strategic sourcing to help build a framework for working with suppliers. And finally, in section 4, learners will explore supply chain risk management and mitigation.

Learners will:

- Analyze current procurement processes through an end-to-end perspective
- Develop a strategic approach to supplier management
- Identify and mitigate risks to their supply chain and brand

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Program Outline

WEEK 1

Finding Opportunities in Your End-To-End Supply Chain

- The Foundation Issues and Forces That Shape Supply Chains
- Micro and Macro Spending and Costs on Supply Chain
- Introduction to Course Simulation

WEEK 2

Improving Procurement Practices

- Procurement, Performance and Competitive Advantage
- Supplier Selection and Evaluation
- Supplier Development

WEEK 3

Strategic Sourcing and Managing Risk

- Sourcing for Performance
- Supplier Management
- Global Sourcing
- Supply Chain Disruptions
- Mitigating and Managing Risk

WEEK 4

Aligning Supply Chain Goals with Your Corporate Strategy

- Aligning Supply Chain Activities with Corporate Goals and Objectives
- Strategic Needs Assessment
- Driving Supply Chain Optimization