

Profitable Procurement Strategies

PMMS' flagship training and development programme for senior Procurement Professionals providing delegates with the opportunity to re-evaluate the role and orientation of the procurement function within their organisation and to compare their practices against "World's Best".

Program outline

- Procurement's contribution to corporate objectives
- Leading edge procurement concepts in perspective
- Recognising symptoms and problems in your organisation
- Developing focussed strategies for change
- Global best practice team's characteristics
- Exerting influence on suppliers and stakeholders
- Supply positioning, Supplier Preferencing and the Market Management Matrix
- Optimum procurement skills
- Benchmarking versus the very best internationally

Benefits to the delegates

By the end of the programme, delegates will have:

- Discovered innovative approaches to managing procurement
- Networked successfully with fellow senior level procurement professionals
- Discovered and practiced with a toolbox of techniques and field proven methodologies to achieve sustainable results.

Benefit to the organisation

Helps transform profitability through maximising the contribution of the entire supply chain at a strategic level.

Duration & level

3 days. Advanced level program

Who should attend?

Designed for senior procurement people and their first line of Strategic managers