




Procurement Mini MBA

An All-Encompassing Procurement & Supply Chain Management Course

 **Duration:** Four Days



DUBAI, UAE OR ATTEND REMOTELY

For the latest Open Enrollment Schedule, please click [here](#)

Over 4 Days, You Will Cover:

- 1. Strategic Procurement:** The Tactics Taken to Meet Targets
- 2. Collaboration & Negotiation:** Nurturing Relationships and Creating win-wins
- 3. Finance and Reporting:** Adopting Best Practice for Accurate Reports
- 4. Leveraging Technology:** Keep up to Date with Innovations & Trends

SPECIAL OFFERS AVAILABLE



Led By
Ian Moody

BSc, MBA | Chartered Institute of
Procurement & Supply



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COURSE INFORMATION

COURSE OVERVIEW

For too long the 'back-room' procurement teams have lived under the stereotype of number-crunchers and pencil-pushers. Organisations have begun to realise the crucial role that procurement teams play in delivering business objectives. To move away from the stereotype, it is important that procurement professionals become well-versed in a multitude of competencies.

In this action-packed Procurement MBA, we will dive into these critical competences that WILL help you to become a well-rounded professional, and a strategic business partner to your organisation. This Mini MBA style programme will focus on the fundamentals of business management, from a procurement perspective. The topics that will be covered include:

1. Strategic procurement
2. Collaboration and negotiation
3. Finance and reporting
4. Leveraging technology

Learn the strategy and tactics behind procurement decisions, build lasting relationships with suppliers and vendors and become an expert negotiator, deliver timely and accurate finance reports, utilize new procurement technologies for a competitive-edge and finally ensure the longevity of your business, and contribute to the betterment of the environment.

WHO SHOULD ATTEND

This course will be highly beneficial (but not limited) to:

Strategic Procurement Manager, Senior Category Manager, Supply Chain Manager, Head of Logistics and Operations Manager, Senior Buyer, Chief Buyer, Category Manager, Contract Manager, Contract Officer, Logistics Manager and Supply Chain Executives

This course is perfect for those who want a comprehensive understanding of the procurement function, in a short amount of time!

LEARNING STYLE

The training will be facilitated through a mixture of tutor lead discussions and syndicate work, particular reference to the case study provided in advance. Post-training delegates will receive a handbook highlighting the key models, tools and techniques referred to during the sessions

COURSE PRE-REQUISITES


As we will be referring to cases studies during the course it is important to read these before attending.

COURSE REQUIREMENTS AND CERTIFICATES

Delegates must meet two criteria to be eligible for an Informa Certificate of Completion for a course:

1. Satisfactory attendance – Delegates must attend all sessions of the course with less than 2 hour of noted absence
2. Successful completion of the course assessment

Delegates who do not meet these criteria will receive an Informa Certificate of Attendance. If delegates have not attended all sessions, the Certificate will clearly state the number of hours attended.



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COURSE OUTLINE

Course Timings: The course will commence at 9:30 on Day One and end at 16:30 GST (GMT+4). There will be short refreshment breaks and an hour long break at 12:45.

DAY 1 – STRATEGIC PROCUREMENT

“Strategic procurement incorporates actions aimed at reducing the supplier base, negotiations, communication and maintaining long-term relationships with suppliers”

Strategic procurement activities are designed to ensure that tactical procurement functions operate in such a way as to complement the strategic goals of the organisation. There is an assumption that becoming ‘professionals’ means truly understanding the strategic goals of the organisation and aligning their activities to meet said objectives.

On day one we will discuss some of the key aspects strategic procurement which will include:

- Reviewing the strategic procurement process
- Critically analysing generic strategies and how procurement contributes to these
- Assessing methods of balancing the cost, quality, and time triangle
- Evaluating supply risks and developing strategies to manage these risks
- Investigating the types of procurement strategy and how to implement them

To facilitate the session, we will work through a detailed case study and various tools and techniques throughout the session. During this day we will examine a multitude of detailed case-studies to bring theory to life and incorporate various tools and techniques for a hands-on approach to learning.

DAY 2 – COLLABORATION & NEGOTIATION

Negotiation remains a cornerstone for business professionals to create and manage formal agreements which will be critical to organisational success. It is imperative to hone these skills to ensure effective agreements with stakeholders, suppliers and of course to influence decisions for your benefit. This session is designed for procurement professionals whose job role requires them to negotiate regularly.

Negotiations go through many phases which we will analyse during this day, with reference to real-life case study examples. The negotiation process needs to be linked to collaboration, a recent report from McKinsey group stated that:

“Companies with advanced procurement functions know that there are limits to the value generated by focusing purely on the price of the products and services they buy. These organizations know that when buyers and suppliers are willing to cooperate, they can find unlock value that benefit them both.”

In order to cover both topics within one day we will split the day in two-parts:

Part One: Negotiation

We will analyse the different phases of negotiation which include

1. Preparing for negotiation
2. Opening the negotiation
3. Discussing the issues
4. Finalising the deal
5. Collaborative and distributive approaches

Part Two: Collaboration

- Review the benefits of collaboration: Discuss why companies with advanced supplier negotiation tend to perform better than others
- Barriers to collaboration: Confer ways to overcome both process and psychological barriers. Great supplier collaboration requires much more than the application of a process or framework—it requires the buy-in and long-term commitment of leaders and decision makers.
- A shared perspective: Discuss the five major dimensions that underpin a successful supplier collaboration programme to gain a deeper understanding of the factors that may hamper or positively contribute to the introduction of a supply collaboration
- Communication and trust: Companies involved in collaborations tend to appreciate each other’s capabilities, understand each other’s businesses, and believe that their partners will stick to the commitments they make. This only works when trust is at the forefront.

DAY 3 – FINANCE & REPORTING

“Financial management in procurement is a broad subject encompassing areas such as financial planning, control, and decision-making in purchasing and supply management.”

Financial matters are frequently avoided by procurement specialists. We will demystify some of the aspects related to these and overcome those barriers. It is essential that the procurement specialist gain financial literacy and recognise the tools and techniques that can be used in order to assist procurement in delivering its strategic objectives.

On day three we will concentrate on the decision-making aspects of finance and reporting:

Part One: Reviewing the key financial statements and their use is for procurement specialists

- The income statement
- The balance sheet
- The cash flow statement
- Other financial statements

COURSE OUTLINE (CONTINUED)

Part Two: Evaluating financial risks particularly during the sourcing phase in the procurement cycle, and the different types of financial risk

- Financial appraisal using a range of financial performance and efficiency ratios
- Financial appraisal using investment ratios and their usefulness in a purchasing context
- Evaluation of risk presented by debt
- The use of futures and derivatives with reference to currency risk and buying commodities

Part Three: How to use statistics for reporting purposes

- The use of descriptive statistics and the circumstances in which they are useful
- The use of inferential statistics and the circumstances in which they use

DAY 4 – LEVERAGING TECHNOLOGY

The speed of change in procurement has been accelerating at a phenomenal rate lead by new technologies. It is at the front of many professionals thinking as it is now recognised that the traditional roles of the procurement executive is changing with the advent of new technologies. There is no doubt that procurement is coming out of the back office and taking a leading role in business success.

As we enter the 4th industrial era discussion is moving towards artificial intelligence & machine learning and how this will impact the world of procurement. Additionally, much thought is being given to the use of blockchains and other digital aspects that have become possible due big data.

Staying ahead of changing procurement trends can focus the organisation on digital transformation, supplier synergies and cost savings.

On day four we will discuss some key considerations and how these will help us to deliver both objectives, and contribute towards the competitive advantage

- Top five procurement technology trends
 1. *Integrating a digital transformation strategy*
 2. *Adopting artificial intelligence systems*
 3. *Cybersecurity systems and protection*
 4. *Using big data to drive decisions*
 5. *Block chain infrastructure and transactions*

MEET YOUR EXPERT COURSE LEADER



Ian Moody

Senior Executive Vice President of The Corporate L.I.F.E.™ Centre International

Ian Moody has more than 30 years' experience in senior management positions. Having held main board positions Ian set up and developed a highly profitable group companies and has specific experience in all areas of business management. In 2002 Ian sold his last company and since has concentrated in his interest in professional development. He strongly believes that sustainable business can only be achieved by developing professionalism and breaking down functional barriers.

His practical knowledge of strategic development and operational management allows Ian's clients and students to benefit from a 'real life' approach to his consultancy and training assignments.

Ian's core expertise lies in the areas of strategic planning, leadership, procurement and supply chain management, finance, and communication at all levels of the organisation.

Ian is a lead tutor in the Faculty of Business and Law at London Metropolitan University where is responsible for the Level 6 units of the professional qualifications leading to membership of CIPS and CIM.

Additionally, Ian has enjoyed long associations with leading global training companies concentrating on Supply and Procurement. His assignments have taken him to many countries and regularly he is working throughout Africa, The Middle East and the America's.

He works very closely with CIPS as a tutor, assessor, and consultant. He teaches all the of the CIPS qualification units both at London Met University and for registered centers throughout the Middle East. In addition to his work with CIPS he is worked leading international institutes such as the CIM, ACCA, & ILM and works throughout Europe, Asia, and the Middle East.

He is an Executive Vice President of The Corporate L.I.F.E.™ Centre International, Canada, a niche consultancy in Business Strategy & Development.

"Ian is very well informed about the subject. He knows exactly what he's talking about. He was always to the point when asked a question and kept the course interesting. He displayed a clear understanding of all aspects of the course."

Vice President, **Faisal Al Qatami Steel Co WLL**, Kuwait

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WHAT IS HYFLEX?

HyFlex brings together the best of both worlds to give you the choice to attend our world-renowned courses either In-Person or Remotely



Informa HyFlex is an instructional model that combines face-to-face and remote learning, giving learners the option of attending sessions either In-Person* or synchronously Online.

Bridging the gap between In-Person and Remote Learning

The model provides rich face-to-face experience for In-Person attendees and promotes meaningful engagement for Remote learners at the same time. Our trainers are skilled at addressing two audiences simultaneously, ensuring you are engaged in the content and activities whether you are in the training room or attending remotely.

High-quality engagement

- Three-way communication and engagement between the facilitator, In-Person learners and Remote learners
- The course content is modularised to make learning conducive to In-Person and Remote learners
- Both In-Person and Remote learners will collaborate on activities, exercises, and case studies using the learning platform and other interactive tools like Mentimeter and Mural



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*For Informa's approach to enhanced health and safety standards for In-Person learners, please refer to the last page.

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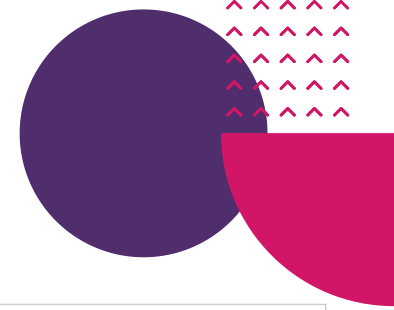
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HYFLEX COURSE FEE		
COURSE	ATTEND IN-PERSON	ATTEND REMOTELY
Procurement Mini MBA	US\$ 5,445*	US\$ 2,740

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ABOUT INFORMA ALLSECURE

Informa AllSecure is Informa's approach to enhanced health and safety standards at our events following COVID-19. From trainers to delegates, speakers, visitors and journalists, those who come to our events come to connect, learn, know more and do more business, effectively and safely.



The standards and practices that make up Informa AllSecure are designed to provide confidence that at this event, we are striving to provide the highest standards of safety, hygiene, cleanliness and quality.

Read more about it here: www.informa-mea.com/allsecure/

CERTIFICATE

Delegates who attend all sessions and successfully complete the assessment, will receive an Informa Certificate of Completion. A hard copy will be provided to in-person learners and a soft-copy will be provided to virtual learners.

AVOID VISA DELAYS – BOOK NOW

Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible. Visas for non-GCC nationals may take several weeks to process.

REGISTRATION, PAYMENTS AND CANCELLATION

Pricing excludes 5% VAT, charged where applicable.

Course fees include luncheon and refreshments for in-person learners. All registrations are subject to our terms and conditions which are available at www.informa-mea.com/terms. Please read them as they include important information. By submitting your registration, you agree to be bound by the terms and conditions in full. All registrations are subject to acceptance by Informa Connect which will be confirmed to you in writing.

A confirmation letter and invoice will be sent upon receipt of your registration. Please note that full payment must be received prior to the course. Only those delegates whose fees have been paid in full will be admitted to the course.

For full cancellation details, please visit www.informa-mea.com/terms

All cancellations must be sent by email to register-mea@informa.com marked for the attention of Customer Services Cancellation. Due to unforeseen circumstances, Informa Connect reserves the right to cancel the course, change the programme, alter the venue, speaker or topics. For full details, please visit www.informa-mea.com



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