



## Procurement Management Process

### Course Objective :

- Position procurement as a valued and trusted function
- Understand why projects fail and the reasons for failure
- Analyse the difference between the Needs and Wants of the end-user
- Apply powerful interpersonal techniques to improve communication with stakeholders
- Determine the various risk in the procurement process
- Implement a dynamic and ethical evaluation criteria
- Understand the importance of Ethics in the Tender Process
- Improve the negotiation skills and strategy to create a win-win result

### Course Outline:

#### PROCUREMENT ORGANIZATION & E2E PROCESS

- Procurement Organizational Design
- Procurement Cost Efficiency Benchmarking
- The E2E Procurement Framework
- Fit-For-Purpose Procurement for Different Categories
- Supply Chain Cost Modelling
- Finance for Non-finance Managers

#### CONTRACTING STRATEGY

- Introducing the Case Study
- Critical Elements in a Contracting Strategy
- When to Apply Contract Remuneration Types
- Identify and Mitigate Procurement Risks
- Develop a Contracting Strategy



## GO-TO-MARKET APPROACHES

- Company's View
- Suppliers' View
- Supply Market Analysis (SWOT Analysis)
- Competitive Bidding Process and Documentation
- Outsourcing
- Consortium
- Alliance

## COMMUNICATION, NEGOTIATION, CONFLICT MANAGEMENT SKILLS

- Influencing Skills
- Conflict Management Methodology
- Conflict Management Role Play
- Negotiation Methodology
- Teams Prepare for Deals Negotiation based on Case Study
- Teams Negotiate on Deals

## MANAGING THE CONTRACT POST AWARD AND PERFORMANCE MANAGEMENT

- Contract Terms & Conditions
- Initiate Contract Start-up
- Contract Performance Management
- Contract Management Plan
- Contract Close-out