PARTNERS IN KNOWLEDGE UK LTD
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Improving the Procurement Function

PIK800-0527 UK-LDN-1

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Place	: London	**Venue**	: INDUSTRIOUS (1 and 2, 245 Hammersmith Road Floors, London W6 8PW) - TBC		
Start Date	: 03-05-2027	**End Date**	: 07-05-2027	**PPP**	: £4950

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If you can't train them, you can't blame them!

Short Description:

This training program aims to provide participants with comprehensive knowledge and essential skills necessary for overhauling and improving procurement functions within various organisations. By focusing on innovative strategies and best practices, the program prepares individuals to effectively assess current procurement processes and identify areas ripe for enhancement. Participants will engage in interactive sessions that promote critical thinking and collaboration, fostering an environment where new ideas can flourish and lead to substantial improvements in procurement efficiency. Furthermore, the program empowers participants to act as catalysts for positive change within their organisations. By equipping them with the tools to implement innovative procurement practices, it encourages a proactive approach to addressing challenges and seizing opportunities in the procurement landscape. This transformative experience not only enhances the participants' professional capabilities but also contributes to the overall success and sustainability of their organisations by promoting a culture of continuous improvement and strategic innovation in procurement.

Course Overview:

At the end of this program, participants will be able to:

- Understand the key drivers of procurement transformation.
- Recognise the principles guiding procurement practices.
- Assess current procurement practices for areas needing improvement.
- Identify opportunities to enhance procurement processes and workflows.
- Develop strategies to streamline procurement operations.
- Foster collaboration between procurement and other organisational functions.
- Leverage technology and data analytics for better procurement performance.

TARGET AUDIENCE

- Procurement managers.
- Procurement directors.
- Supply chain professionals.
- Operations managers involved in procurement processes.
- Business analysts focused on procurement optimisation.
- Personnel leading procurement transformation initiatives.
- Personnel participating in procurement transformation initiatives.

Program Outline:

DAY 1: Essentials of Procurement Transformation

1. Overview of procurement transformation and its importance for organisational success.
2. Key drivers and trends influencing the necessity for procurement transformation.

3. Exploring the procurement maturity model and evaluating current procurement capabilities.
4. Approaches for constructing a business case and securing support for procurement transformation initiatives.
5. Examples of successful procurement transformation through case studies.

DAY 2: Evaluation and Enhancement of Procurement Processes

1. Performing a thorough evaluation of current procurement processes and workflows.
2. Spotting bottlenecks, inefficiencies, and opportunities for enhancement in the procurement lifecycle.
3. Applying lean methodologies and process reengineering strategies to enhance procurement operations.
4. Utilising automation and digital tools to simplify procurement workflows and boost efficiency.
5. Creating key performance indicators (KPIs) to assess the success of procurement process enhancements.

DAY 3: Engagement & Collaboration with Stakeholders

1. The significance of engaging stakeholders in procurement transformation initiatives.
2. Techniques for encouraging collaboration between procurement and other business areas, such as finance, operations, and legal.
3. Nurturing strong relationships with internal stakeholders and external allies, including suppliers and vendors.
4. Articulating the advantages and effects of procurement transformation initiatives to stakeholders across all organisational levels.
5. Effective strategies for addressing resistance to change and achieving stakeholder alignment.

DAY 4: Embracing Technology & Data-Driven Procurement

1. Introduction to technology solutions for procurement transformation, including e-procurement platforms, supplier management systems, and analytics tools.
2. Assessing and choosing the appropriate technology solutions to align with procurement goals and priorities.
3. Leveraging data analytics for informed procurement decision-making, supplier performance evaluation, and risk management.
4. Incorporating technology into procurement workflows to enhance transparency, efficiency, and compliance.
5. Case studies showcasing successful technology-enabled procurement transformations.

DAY 5: Commitment to Continuous Improvement & Change Management

1. Fostering a culture of ongoing improvement within the procurement function.
2. Applying change management principles to navigate challenges of procurement transformation and ensure lasting success.
3. Tracking and assessing the effects of procurement transformation initiatives on organisational performance and goals.
4. Continuously refining procurement processes, strategies, and technologies based on feedback and insights gained.
5. Acknowledging successes and celebrating achievements to maintain momentum and engagement throughout the transformation process.