

Procurement and Supply Management

Saint John and Moncton

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INTRODUCTION

Procurement is the process of acquiring goods and services by organizations. Traditionally procurement has not been thought of in a strategic sense. As the share of production that is purchased goods has risen, so has the importance of procurement. Procurement is now one of the key strategic elements of an organization. The goal of this module is for participants to better understand the strategic role of procurement, as well as tactical approaches that support the strategy.

ABOUT THIS MODULE

The focus of this module is on matters of strategic and tactical importance in procurement. The module starts with a discussion of strategic and tactical procurement, and goes on to consider key processes that support an organization's strategic procurement goals. A comprehensive procurement strategy backed up by solid procurement tactics supports an organization's goal of providing customers with highly valued products. Specific tactical matters are considered along the way. The sessions in this module are inter-related. Tactical and strategic purchasing delves into procurement processes (Session 2), which leads to an examination of relationships and teams (Session 4), and an exploration of the core competencies of the organization including make or buy decisions (Session 5), price and cost analysis (Session 6), supplier selection (Session 8), and e-procurement (Session 11). The cases examined in this module further apply the concepts and tools learned throughout the module.

MODULE OBJECTIVES

UPON COMPLETION OF THIS MODULE YOU SHOULD BE ABLE TO:

- Analyze, discuss and present case reports.
- Understand the elements of procurement strategy.
- Develop procurement strategy.
- Develop and apply tactics that support procurement strategy including those related to processes, organization, supplier selection and relationships, decision making and technology.
- Analyze, or direct others in the analysis of make or buy decisions, price, cost, quality, inventory and total cost of ownership.
- Apply, or direct others in the application of tools to evaluate suppliers and produce statements of work.

MODULE TOPICS

- Tactical and Strategic Procurement
- Procurement Processes
- Competitive Bidding and Negotiation
- Procurement and Supply Management Organization
- Make or Buy
- Price and Cost Analysis
- Quality and Inventory
- Supplier Selection
- Supplier Development and Certification
- Services Procurement
- e-procurement
- Involving Users and Suppliers

Cancellations up to fourteen (14) days prior to the beginning of the course or seminar are entitled to a full refund. Cancellations within fourteen (14) days of the course or seminar will be charged a 20% administration fee and the return of any material.

Course – Withdrawals after fourteen (14) days after the beginning of the class will not receive a refund.