

EFFECTIVE LEADERSHIP IN PURCHASING AND ADVANCE PURCHASING SKILL



Date & Venue:

18 April at Movenpick Hotel Karachi
20 April at Royal Palm Golf Club Lahore

Workshop Investment: 35,000/- (Exclusive of GST)

Timings: 9:00 am to 5:30 pm



Course Facilitator:

Ayman Shokry

Ayman Shokry is an innovative, customer-focused, continuous improvement, Supply Chain Professional. He has been a part of the logistics and supply chain management industry for the past 24 years, including 19 years in a managerial role in all facets of SCM including logistics, inventory control, warehouse management, procurement, contracts, distribution, fleet management, planning/scheduling and project management.

Course Overview:

This intensive course is aimed at improving the skills of the Purchasing Professional and Buyers in organizations. The course examines the strategic importance of procurement within departments by using concepts and ideas in order to maximize the procurement department's effectiveness and thereby reducing costs throughout the supply chain.

It is therefore imperative for Purchasing to constantly deliver value to the organization by delivering products and services that contributes to the well-being of the organization, this is an important course for purchasing professionals who will return to their organization with actual realistic plans on how to make considerable cost savings.

Participants will also experience case studies and real-life examples in order to understand how to respond to executive mandates regarding purchasing and supply management, and more.

Methodology:

This course will utilize a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes a comprehensive manual, power point presentation, class discussion, examination of delegates' problems and case studies from real life scenarios.

Who should attend?

Experienced supply chain purchasing personnel and others who deal with sourcing, purchasing, logistics, operations, and/or the management of vendor and supplier relationships.

Course Content:

- Understanding purchasing complexities in today's business world
- Understanding effective leadership skills in purchasing and sourcing
- What is a leader and how does a leader differ from a manager?
- The functions of a leader – applying the 14 functions of a leader to purchasing situations
- Raising the complexity of "total cost of ownership"
- Diversity management in procurement options
- Understanding the drivers of the team you seek to lead
- Leading in conflict situations
- Leading stakeholders
- Leading change
- Leading and influencing in a supply chain context
- Real-life case studies

Course Objectives:

Participants will benefit:

- More effectively lead and manage purchasing and sourcing teams and projects
- Recognize the role of the purchasing manager in the global supply chain
- Increase your skill in leveraging options to reduce risks and costs
- Build stronger capabilities in vendor sustainability
- Learn how to handle difficult purchasing situations with confidence and success



Course Facilitator:

Ayman Shokry is an innovative, customer-focused, continuous improvement, Supply Chain Professional. He has been a part of the logistics and supply chain management industry for the past 24 years, including 19 years in a managerial role in all facets of SCM including logistics, inventory control, warehouse management, procurement, contracts, distribution, fleet management, planning/scheduling and project management.

Mr. Shokry has designed, built and facilitated training courses in both English and Arabic in the above areas of supply chain and logistics.

His extensive experience has seen him in roles that have led to dramatic improvements in companies' performance across the supply chain.

He has delivered over 300 training seminars and workshops as part of continuous improvement implementations for learners from different industries including oil/gas service, chemicals, health care, retail, fertilizers, electricity & waters, real estate, cement, financial institutions, educational institutions, food, porcelain & sanitary wares, construction, automotive, telecommunication, steel, aluminum, air & maritime, land transport and government bodies.

CLIENTELE:



TESTIMONIALS

Thanks to you too for providing such valuable information related with Material & Supply Chain Management. It was a real pleasure attending this course.

Zafar Iqbal
Water & Civil
Water Operations

Thanks for the training which covered the topic Effective Purchasing Management and it was wonderful and we together enjoyed the classes, the course you delivered was very affluent and we will be implementing in the practical to get the best of the business. It will be our pleasure to have any of the similar topics covered for our other colleagues for an in-house training or so.

Ajit Kumar - Supply Chain

I would like to express my sincere thanks for imparting me and enlightening me with the knowledge and information on Supply Chain and Inventory management. It was a true pleasure and value addition to undergo program conducted by you.

Sushil Kumar Banwari
Engineer Cataloguing and Inventory Control

For registration(s) send us your Participants Name,
Designation email, address & cell numbers
Also please provide us organization's NTN #

register@quickbizgroup.com

Quickbiz Group Office No. 403 Tahir Plaza, Sultan Ahmed Road, Block # 7 & 8
JCHS, Karachi. Contact: 021-34209142 Mobile: +92-343-2508186,
+92-300-8294943 www.quickbizgroup.com



Quickbiz Cancellation Policy:

Substitutions are welcome. cancellation must be confirmed by email. For Cancellation made in the 05 working days to the workshop, no refunds will be given.