



Procurement Management

ADVANCED PURCHASING (PROCUREMENT) MANAGEMENT



Course Facilitator:

Mr. Muhammad Asghar

Fellow CIPS (UK), CMILT (UK),
SMASQ (UK), MASQ (USA), MIQA (UK)

Date & Venue:

25 October 2016 Movenpick Hotel Karachi

27 October 2016 Royal Palm Lahore

Workshop Investment: 45,000/- Inclusive of GST

Course Overview:

This interactive training course focuses on how to develop & implement purchasing strategies for a company's different products and services.

Developing and using different purchasing strategies for different types of purchases will help to spend time and effort where it is most needed, and achieve the best results in a cost-effective manner.

Course Content:

Section 1 - Introduction

- 1.1 Understanding Purchasing Strategy?
- 1.2 Aligning to Corporate Strategy
- 1.3 Capital Items to Consumables – Strategic Options

Section 2 - Purchasing Strategy – Analytical Approaches

- 2.1 Purchasing Context and Aspects
- 2.2 The Purchasing Positioning Model
- 2.3 Selecting the purchasing markets & Suppliers
- 2.4 Operational Strategies
- 2.5 Bargaining Strategies & Opportunities

Section 3 - Supplier Relationships and Contract Types

- 3.1 Why the Relationship?
- 3.2 Which Contracts fits where?
- 3.3 Risk Mitigation
- 3.4 Cost Reduction
- 3.5 Buyer's Tool Box
- 3.6 Buyer's Dos & Don'ts
- 3.7 Relating the Contracts & Relationships
- 3.8 Purchasing Strategy to Tactics
- 3.9 Supplier Perceptions

Section 4 - The Challenge & Next Actions

Lesson Learnt

Learning Objectives

- List the key fundamentals of a cost-effective purchasing strategy.
- Purchasing strategy to serve the key purchasing objectives
- Using Purchasing & Supply Positioning Model
- Supply Markets & Suppliers Selection Strategies
- Types of Contracts and Managing Buyer-Supplier Relations
- In-sourcing & Out-sourcing – Why and Why Not ?
- Supplier Perception for the Buyers
- Costs Analysis

Who should attend?

All the team leaders, leading staff, supervisors and key members of the Purchasing / Procurement Department, who would like to improve upon their operational & service processes, and are looking for gearing up for the new professional challenges.

Methodology:

This focused training course will use the Resilient Best Practice based training methodologies and techniques, which include:

- Interactive Sessions
- Lecture Session based on Global Best Practices
- Individual & Group Exercises
- Role Plays
- Case Studies
- Real Life Examples
- Further Reading Articles & References



Course Facilitator:

Mr. Muhammad Asghar, who has earned the degrees of B.Sc., LL.B., MA (Int'l Relations), MBA (UK) and MA (Econ), is a Principal Consultant and Master Trainer / Coach the Tutelage Training & Consulting (Dubai - UAE). He has been associated, for over 14 years, with leading UK / USA / UAE / Saudi Arabia / Malaysia / Oman / Jordan / Singapore / Qatar & Switzerland based international business management consulting & training companies.

He is a graduate and Fellow of the Chartered Institute of Purchasing & Supply (England), Member of Institute of Management (UK) and Chartered Member of Institute of Logistics & Transport (UK). He has also been awarded Distinction Diploma - International Procurement & Supply Chain Management (IPSCM), by ITC (World Trade Organisation - UNCTAD), Geneva - Switzerland.

He is a senior member of American Society for Quality (USA), and Institute of Quality Assurance (UK), besides being a Certified Lead Assessor & IRCA (UK) Registered Auditor, and facilitator for the ISO 9001, ISO 14001 OHSAS 18001 and Business Excellence Model. He has been a Senior Assessor for Dubai Quality Awards, Dubai Service Excellence Scheme, and Sheikh Khalifa Excellence Award (Abu Dhabi Government). He has also been providing his expertise & evaluations for the prestigious awards like Emirates Business Women Award.

He regularly speaks at the global professional conferences and has designed numerous professional training courses / seminars / workshops, during his career. He is experienced in providing business consulting & training services to public sector organizations, oil sector companies, financial institutions & banks, trading & retail, telecommunications industry and educational institutions etc. across the Middle East and beyond. He is a popular speaker at the regional professional conferences & forums. He has led the strategic business services & logistics management operations of Emirates Bank International (now Emirates National Bank of Dubai) for over 05 years and of the First Guld Bank (UAE) for two years. He has been a Lead Consultant & Master Trainer for Bywater / Exxon Group (London-UK), for two years, prior to setting up The Tutelage Training & Consulting FZ-LLC (Dubai-UAE).

Clientele

A few Key Clients: Dubai Municipality, Etisalat, Dubai Internet City, Dubai Ports, JAFZA, Dubai Customs, Dubai Municipality, Saudi Mobil Refinery, Qatar Petroleum, Qatar Telecom, ADNOC, Tejari, GASCO, Dubai Media City, Dubai Internet City, Dubai Knowledge Village, Saudi ARAMCO, GNPOC(SUDAAN), OGDC(Pakistan), LUKOIL(Russia), DMCC, FERTIL, OMAN LNG, DEWA, Nestle Foods (Switzerland), SABIC (Saudi Arabia), Emirates Airlines, Abu Dhabi Executive Council, Boeing Aircrafts, United Nations (WTO, ITC) etc

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.