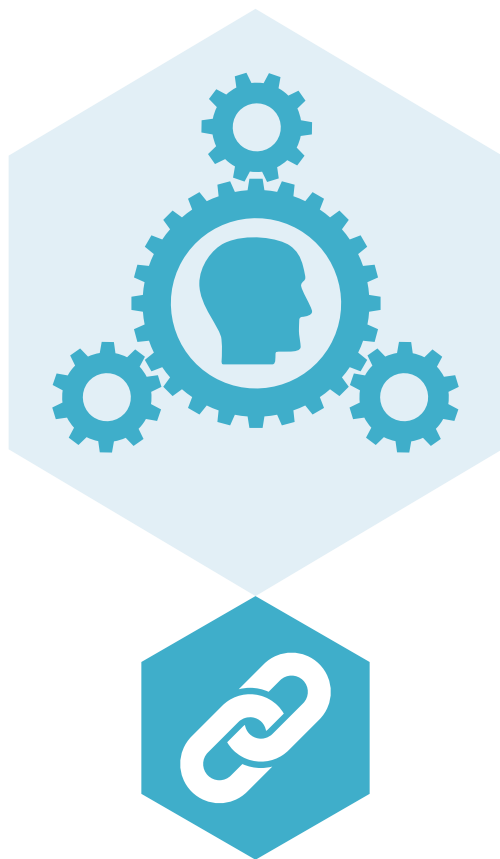


LEADING PROCUREMENT STRATEGY

Cranfield
UNIVERSITY
School of Management



Transforming
knowledge
into action



OVERVIEW

The **Leading Procurement Strategy Programme** is designed for procurement directors and senior procurement managers, in both private and public sector organisations, who wish to excel in the latest strategic procurement practices and be ahead of the curve in procurement and supply management.

This programme has been co-designed with the **Chartered Institute of Procurement and Supply (CIPS)**.

Please see website for dates and fees.

DURATION

3 days, residential

TO BOOK CONTACT:

T: +44 (0)1234 754570

E: som.action@cranfield.ac.uk



Book online at www.cranfield.ac.uk/som/lps

KEY BENEFITS

DELEGATES GAIN:

- A clear understanding of the impact of procurement on competitive advantage
- Increased ability and confidence to influence, manage and motivate teams
- Powerful and practical tools for managing procurement and supply
- The skills to manage and mitigate risks in your supply chain
- Appreciation of the major issues affecting the procurement function
- 21 hours Continuous Personal Development.

ORGANISATIONS GAIN:

- Cement the alignment of procurement strategy with business strategy
- Ownership and application of different models for acquiring products and services
- More productive relationships with suppliers through collaboration and partnering
- Implementation of best practice in strategic cost management so that it achieves real savings
- Control of green and ethical issues in procurement
- Innovation and new product/service development driven from a procurement perspective
- The skills to overcome the challenges and common pitfalls of Business Process Outsourcing
- The ability to commission complex products and services.

General Enquiries:

W: www.cranfield.ac.uk/som/executive | T: +44 (0)1234 754570 | E: som.action@cranfield.ac.uk



DELEGATE PROFILE

- Procurement directors
- Senior procurement managers
- Suitable for both private and public sector organisations.



THE HIGHLIGHTS OF THE PROGRAMME FOR ME WERE LEADERSHIP, BUSINESS MODELS AND STRATEGIC COST MANAGEMENT, BUT OVERALL IT HAD REALLY WELL PRESENTED CONTENT. IT HAS GIVEN ME A RENEWED CAREER FOCUS AND AMBITIONS TO CONTINUE MY PROFESSIONAL DEVELOPMENT. THE TUTORS' EXPERTISE HAS BEEN INSIGHTFUL AND INSPIRED ME TO WORK HARDER ON CPD.

Jamie Ganderton

SENIOR PROCUREMENT SPECIALIST
PROXIMA LTD

TIMETABLE

The programme is delivered through a combination of theory and real-world practical sessions. Group work will be featured throughout the three days, giving you the opportunity to share your experiences and ideas.

DAY 1: PROCUREMENT AND THE SUPPLY CHAIN

We focus on the strategic role of procurement in the organisation and the link between procurement performance and competitive advantage.

- SCM – key challenges in procurement
- Developing a procurement strategy
- Strategic cost management
- Globalisation and risk
- Problem based learning – group discussion.

DAY 2: MANAGING STRATEGIC SUPPLY NETWORKS

We give you the key tools for managing strategic supply networks and give you an opportunity to apply them in your own context.

- Business model innovation
- Collaboration and partnering
- Problem based learning – group work
- Problem based learning – individual presentations prep time.

DAY 3: INNOVATION AND LEADERSHIP

Covers issues of innovation and leadership which will allow you to face current and future challenges ahead.

- Sustainable procurement
- Problem based learning – presentation and feedback
- Leading cross-functional teams.

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PROGRAMME DIRECTOR

DR. MARTIN CHRISTOPHER BA MSc PhD FILT FCIPS
Emeritus Professor of Marketing and Logistics

Martin's work in the field of logistics and supply chain management has gained international recognition. He has published widely and his recent books include Logistics and Supply Chain Management and Business Operations Models. Martin co-founded the International Journal of Logistics Management and was its joint editor for 18 years. He is a regular contributor to conferences and workshops around the world.

At Cranfield, Martin chairs the Advisory Board of the Centre for Logistics and Supply Chain Management. The work of the Centre covers all aspects of logistics and supply chain management and offers both full-time and part-time Masters degree courses as well as extensive management development programmes. Research plays a key role in the work of the Centre and contributes to its international standing.

In addition to leading a number of on-going research projects in logistics and supply chain management, Martin is active as an advisor to many organisations and is non-executive director of LCP Consulting, a specialist consulting service in the fields of logistics and supply chain management.



Martin is an Emeritus Fellow of the Chartered Institute of Logistics and Transport. He is also a Fellow of the Chartered Institute of Purchasing and Supply. In 1988 he was awarded the Sir Robert Lawrence Gold Medal for his contribution to logistics education, in 1997 he was given the USA Council of Logistics Management's Foundation Award and in 2005 he received the Distinguished Service Award from the USA Council of Supply Chain Management Professionals. In 2007 he was appointed a Foundation Professor of the UK Chartered Institute of Purchasing and Supply and in 2008 was awarded the Institute's Swinbank Award for lifetime achievement.

CRANFIELD MANAGEMENT DEVELOPMENT CENTRE

Our Open Executive Programmes are held at the Cranfield Management Development Centre (CMDC). Full board accommodation (where applicable) and all sessions are usually held at this specifically designed conference centre which has an established reputation for being one of the best centres in the country.

Located in a rural, tranquil setting on the Bedfordshire/Buckinghamshire border, CMDC is conveniently situated by the M1 motorway, railway stations and major airports. We even have an airport on site!

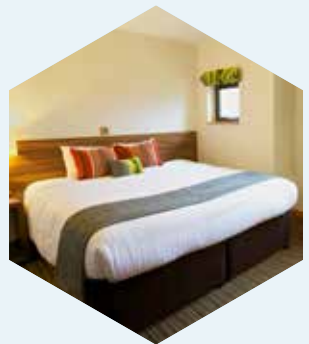
TAKING CARE OF YOUR EVERY NEED

We understand that development doesn't only happen in the lecture

room. That is why the CMDC provides inviting lounge areas where you can network with your colleagues, restaurants that allow conversation to flow easily as you enjoy the excellent cuisine, and fitness facilities, including a swimming pool, sauna and exercise room, to relax and invigorate you at the end of the day.

A HOME FROM HOME

After a hard day's learning, lie back and relax in one of the 186 modern en-suite bedrooms, all of which are designed to make you feel at home. The amenities include free Wi-Fi, freeview television, a great working area with appropriate light and desk space and a music centre to help you unwind.



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PLEASE BE AWARE:

The information in this brochure was correct at the time of going to press. However, as part of the on-going development of our programmes, delegates, leading academics and practitioners continually review the programmes and their content.

We have made every effort to use accurate descriptions, images, quotations and references but errors and omissions may occur and are expected. Please check the programme page on the website for the latest information, fees and offers.

Cranfield School of Management reserves the right to amend the published programmes. For full terms and conditions please see our website:

www.cranfield.ac.uk/som/executive/tc

CRANFIELD MANAGEMENT DEVELOPMENT LIMITED

Cranfield, Bedford, England, MK43 0AL

T: +44 (0) 1234 751122

F: +44 (0) 1234 751806

www.cranfield.ac.uk/som/executive