PURCHASING – Purchasing process & organisation

Level	Fee
Beginner	€ 450

e-Modules' titles	Objectives	Content
PURCHASING ORGANISATONS TO SUPPORT STRATEGIES	This module aims at understanding some basics of Purchasing: - understanding Purchasing's role along the product lifecycle - identifying upstream vs downstream purchasing - understanding the Category Buyer's role	1. Purchasing & the product lifecycle 2. Upstream purchasing organisation 3. Downstream purchasing organisation 4. Category buyer's role
PURCHASING PROCESS STEPS	This module aims at understanding some basics of Purchasing: - the 6 steps of the Purchasing process - the benefits of the Purchasing process	1. Needs definition & market analysis 2. Strategy & supplier selection 3. Negotiating & contract deployment
PROSPECT & SELECT SUPPLIERS	This module aims at understanding some basics of Purchasing: - carrying out the 6-step process from supplier identification & assessment to final supplier selection	1. Define criteria & start search 2. Get supplier information & visit 3. Test price & select supplier 4. The selection grid
PURCHASING ORGANISATION	This module aims at understanding some basics of Purchasing: - how what you buy impacts the Purchasing organisation - how decision-making changes up & downstream - the difference between Purchasing & Procurement	1. Purchasing strategy & organisation 2. Upstream & downstream decision-making in Purchasing 3. Purchasing vs Procurement
THE RISE OF PURCHASING	This module aims at understanding some basics of Purchasing: - how the 4 major trends impact Purchasing - how Purchasing has evolved over time - how each function corresponds to a specific level of Purchasing maturity	1. 4 trends in the development of Purchasing 2. Introducing Purchasing's Darwinian evolution 3. 100 years of Purchasing
RFX: REQUEST FOR INFORMATION / PROPOSAL / QUOTATION	This module aims at understanding some basics of Purchasing & being able to use some elementary tools: - understanding the 3 RFX tools which are essential to the Supplier prospection & selection phase	1. Introduction to RFX 2. Request for Information 3. Request for Proposal 4. Request for Quotation