



Purchasing and Management Supply

19 to 23 September 2010 / Dubai, UAE

In the past few years the profile of the Purchasing and Supply function has been raised considerably. It has moved from a traditional reactive role to one that is proactive and seen as a main contributor to organizational success.

This program considers current approaches, policies and practices in managing Purchasing and Supply. It also examines the relationship with suppliers and user departments.

OBJECTIVES

By the end of the course the participant will be able to:

- Strengthen the supplier relationships and gain better service and Quality
- Enhance the negotiation and planning skills
- Understand the Supply Chain Management
- Select and qualify suppliers
- Confidently deal with the most difficult purchasing challenges

WHO SHOULD ATTEND

All professionals in purchasing and supply management positions who wish to enhance their knowledge and develop their skills. Also, personnel working within functions such as stores and warehouses, transport, distribution, purchasing, stock Control etc.

COURSE OUTLINE

Understanding Purchasing & Supply

- Role and Activities
- Developing effectiveness
- Strategic awareness
- Integrating purchasing and supply activities
- The Supply Chain
- Seeking to eliminate waste

Ensuring Supplier Performance

- Competitive bidding
- Analyzing supplier costs
- Cost or value?
- The value of contracts
- Delivering contract performance

Sourcing and Supplier Development

- Supplier Assessment and Vendor Rating
- Seeking and developing suppliers
- Working together for mutual benefit

Managing Inventory

- Control of stock
- Stocking policies
- Alternative approaches to managing inventory
- MRP/MRP II
- JIT philosophies

Negotiation

- Identifying what the supplier wants
- Understanding Negotiation
- When to negotiate
- Planning and Preparation
- Theory and Practice
- Communication

Effective Management Philosophies for Purchasing & Supply

- Purchasing and quality in supply
- Customer focus
- Developing team approaches
- Benchmarking and Best practice in Purchasing and Supply

Making the Change Successfully

- Obstacles to change
- Implementing sourcing teams
- Ten steps to more effective purchasing performance
- Purchasing role in changing company performance

Note: To confirm your registration kindly complete the form below and send to us by fax or email.



Creative Regional Consultant and Training
P.O.BOX:88685 Dubai, UAE
Contact no: 00971508514851 Fax no: 0097142944372
Email us: info@creative-seminars.com / hr@creative-seminars.com
Website: www.creative-seminars.com

Code: PI21

I want to register

I want to receive more details

Course Title: Purchasing and Management Supply

Course Date: 19 to 23 September 2010 Place: Dubai, UAE

Course Language: English Training Fees: US\$ 3,850.00 (three thousand eight hundred fifty US dollars)

Full Name(Mr. / Ms.): _____

Position: _____ Company: _____

City: _____ Country: _____

P.O Box: _____ Email: _____

Telephone No: _____ Fax No: _____

Complete the form and submit by email or fax it to: +97142944372

Creative Regional Consultant and Training
P.O.BOX:88685 Dubai, UAE
Contact no: 00971508514851 Fax no: 0097142944372
Email us: info@creative-seminars.com/ hr@creative-seminars.com
Website: www.creative-seminars.com