

## Purchasing & Supply Chain Training

'People are an organisation's biggest asset' is an old cliché but we at Supply Chain Excellence happen to believe it is true. You can have the finest software and production processes in the world but if your team do not understand how to deliver against customer and shareholder expectations then they are of little value.

*"Real commitment is rare in today's organizations. It is our experience that 90 percent of the time what passes for commitment is compliance" – Peter Senge*

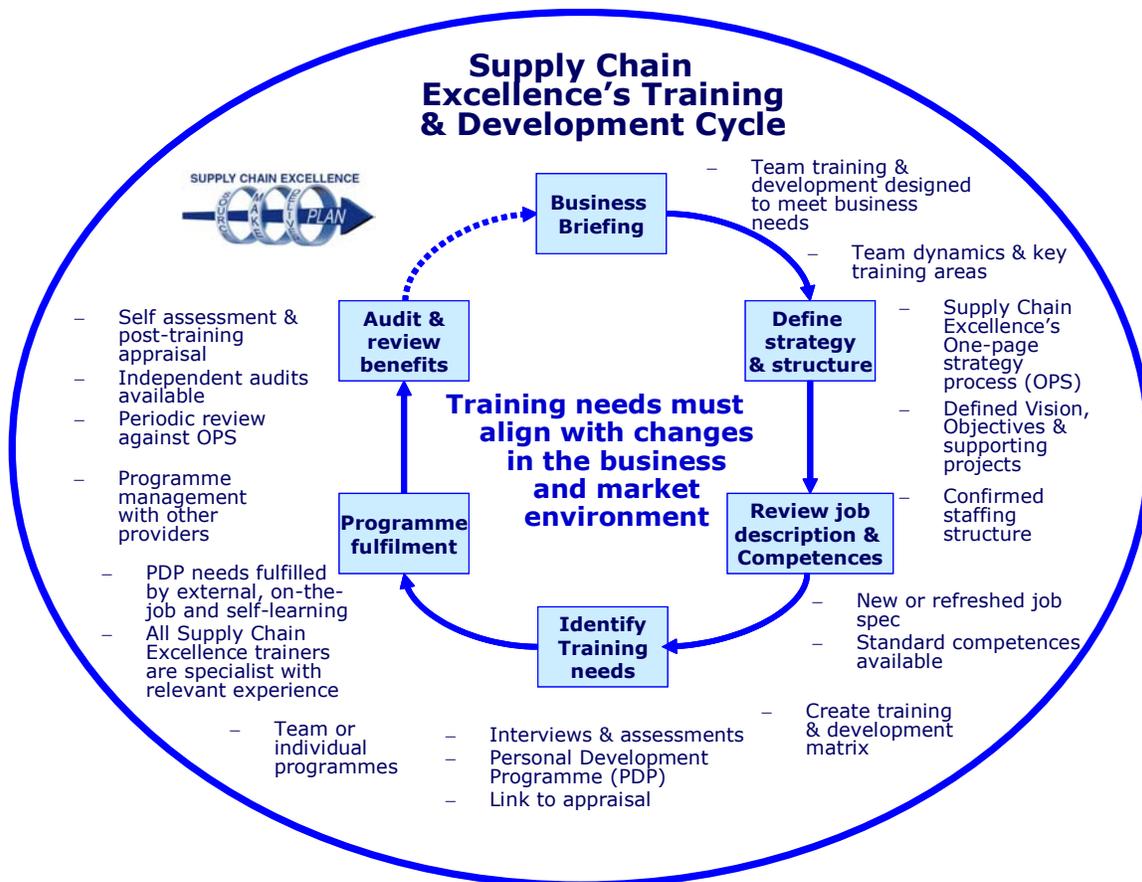
Through our extensive alliance and associate network, we are able to provide comprehensive consultancy and training support for Purchasing and Supply Chain at all levels, together with all associated functions within an organisation.

### Training

We offer a broad and varied series of training programmes ranging from a comprehensive Personal Development Programme (PDP see below); to simply providing targeted training where content and deliverables have already been defined. We always work closely with clients to ensure that training is relevant to their organisation and dovetails with other initiatives already in place.

### Personal Development Programme

Our comprehensive approach is designed to support your business strategy. We can support the development of PDP strategy, role definitions, learning needs analysis and where appropriate deliver tailored training.



Most of our training is tailored to suit your specific requirements. The following is a list of topics recently covered:

### **Strategic Purchasing**

Introduction to Purchasing	Improving Supplier Performance
Supplier Selection and Appraisal	Contracts and Tenders for the Non Specialist
Reducing Total Acquisition Costs	Developing the Purchasing Strategy
Managing Supply Risk	Purchasing Organisational Planning
Negotiation Skills	Strategic Sourcing

### **Supply Chain Management**

Supply Chain Essentials	Warehouse Management
Inventory Management	Understanding Sales and Operations Planning
Planning essentials	Forecasting Essentials
Creating an Integrated Supply Chain	Developing the Supply Chain Strategy
Manufacturing Fundamentals	Improving Customer Service
Managing Freight Transport	Supply Chain Measurement (KPIs)

### **Personal Development**

Assertiveness	Effective Meetings
Influencing and Persuading	Leadership
Management Skills	Presentation Skills – Elementary
Presentation Skills – Advanced	Time Management
Team Working	Managing Change