



Consulting Skills for Procurement Professionals

More and more departmental managers and budget holders are assuming responsibility for spending money. This changes the role of purchasing professionals requiring them to act as advisors, coaches and technical specialists in support of other business professionals. In effect, they can become internal consultants assisting other people to be buyers, rather than buying on their behalf.

The programme

This 2-day programme is designed for purchasing professionals who are required to work in a supportive and consultative role within the business. Participants are introduced to the skills required to identify, plan and implement successful changes to business processes including

- Elements of the service level agreement
- Facilitation and skills transfer
- Performance measurement and monitoring
- Benchmarking
- Negotiation
- Marketing procurement skills

Who should attend?

- Experienced purchasers
- Heads of procurement
- Strategy and finance directors with line management responsibility for purchasing
- Those responsible for setting the direction and role of purchasing within an organisation

Benefits of Attending

Following this programme delegates will be able to:

- Identify the key stakeholders in any procurement
- Negotiate the soft contract with their internal clients
- Establish the assistance that the client needs and agree their role
- Market their services as consultants to internal clients.

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