SCANDINAVIAN ACADEMY
For Training and Development

Course: Strategic Purchasing and Supply Management

Code	City	Hotel	Start	End	Price	Language - Hours
108	Amsterdam (Netherlands)	Hotel Meeting Room	2024-12-30	2025-01-03	5450 €	En - 25

Course Description

The development and implementation of carefully crafted strategies for the acquisition of all goods, parts, equipment, and services has become a critical issue in all organizations wishing to reduce operating cost while improving quality and productivity. This program explores key concepts of Strategic Cost/Price Analysis, Value Analysis, and Total Cost of Ownership that will move today's supply management organization from its typical tactical focus to the strategic focus needed to successfully implement the processes and methods needed to reach world-class performance.

The Goals

- Explore the Elements of Cost In Supplier's Price
- Differences in International Labor Rates
- Understand how to Develop a "Purchasing Coding System"
- Learn How Volumes Should Impact Price
- Discover Supplier's Different Pricing Models
- Explore Issues of Supplier/Contractor Overhead Expenses
- Experience the Development of A Purchase Price Index
- Obtaining Suppliers Price Breakdowns
- Learn how to Get More Time to Work on Strategic Issues
- Develop Skills in Negotiation Planning and Strategies
- Understand Methods of Price and Cost Analysis
- Apply Concepts of Value Analysis

- Development of "Should Cost"
- Types of TCO Systems
- Approach to Implementing TCO Analysis

The Benefits

Attendees will gain by participation in this program through mastering skills in analyzing and understanding supplier's cost and, as a result, will realize a greater ability to develop professionally and progress toward advancement. Additionally participants will receive increased recognition by their organization due to their improved performance in leading, planning, and managing continuous improvement programs.

The Results

The organization will benefit by having better pricing and reduced total cost of ownership for purchased materials, parts, equipment, and services as well as a greater strategic focus of those involved in supply management. This program offers many take-a-ways that will provide continuous improvement and higher productivity of personnel involved in purchasing and contracting activities. By gaining a better understanding of supplier's pricing and cost, participants will be able to better accomplish the organization's business strategies and objectives to gain maximum value for all money spent for all categories of procurement and contracting.

The Core Competencies

- Supplier Pricing Models
- Supply Management Mission and Vision
- Cost Analysis
- Use of Price Indexes
- Price Analysis

- Preparation for Negotiation
- Strategic Approaches in Supply Management
- Developing what the Price Should be
- Spend Analysis
- Price/Volume Analysis
- Value Analysis
- Total Cost of Ownership

The Programme Content

Setting the Strategic Direction

- Defining the Supply Management Mission and Vision
- Stages to World Class Supply Management
- Change and Becoming More Strategic
- Supply Management Skill Sets
- Developing the Spend Analysis
- Creating Time to be Strategic
- The ABC (Pareto) Analysis
- Material/Services Purchasing Code Development

How Do You Know That you Obtained a Good Price

- Supplier Pricing Models
- Defining Cost and Price Analysis
- Difference Between Cost and Price Analysis
- Selection Tool
- Methods of Price Analysis
- Historical Analysis
- Working with Producer Price Indexes
- Developing the Organization's Purchase Price Index
- Estimating Cost Relationships

Getting a Better Price by Analyzing Cost

- Methods of Cost Analysis
- Major Elements of Cost
- What and How Important Are Supplier Overheads
- Sources of Cost Information
- Developing "Should Costs"
- Requesting Supplier Cost Info
- Issues In Analyzing Supplier Cost Breakdown

Using Price Volume, International Labor, and Value Analysis

- Global Industrial Labor Rates
- Working With Currency Exchange Rates
- Cost Volume Profit Analysis
- Fixed and Variable Costs Defined
- Use of Cost Volume Relationships
- Calculating Fixed and Variable Cost Algebraically
- Defining Value Analysis?
- The Test for Value List
- The Supplier Value Check List

Total Cost of Ownership (TCO) Concepts

- Change in Supply Management
- Definitions of TCO
- Objectives of TCO
- Barriers to TCO
- Process Flow Diagrams
- Approaches to TCO
- Dollar Model

- Value Model
- Total Cost Modeling of the Supply Chain
- Implementing TCO

The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:

- **Theoretical Lectures:**
    - We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.
- **Scientific Assessment:**
    - We evaluate trainees skills before and after the course to ensure their progress.
- **Brainstorming and Interaction:**
    - We encourage active participation through brainstorming sessions and applying concepts through role play.
- **Practical Cases:**
    - We provide practical cases that align with the scientific content and the participants specific needs.
- **Examinations:**
    - Tests are conducted at the end of the program to assess knowledge retention.
- **Educational Materials:**
    - We provide both printed and digital scientific and practical materials to participants.
- **Attendance and Final Result Reports:**
    - We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.
- **Professionals and Experts:**
    - The programs scientific content is prepared by the best professors and trainers in various fields.
- **Professional Completion Certificate:**
    - Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.
- **Program Timings:**
    - Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.