

***Leadership is often an elusive characteristic within the procurement function. Western norms have created many managers, but few know how leadership differs, nor do they understand the power it can bring to a team.***

**Focus:** The role, attributes and challenges of leaders in Procurement

**Duration:** 3 days

**Participants:** Supervisors, managers and project leaders of procurement change

**Training method:** Interactive course using simulations and procurement based exercises

## Course Content

**The main topics covered in the programme are:**

- Procurement leadership fundamentals
- Self awareness of own leadership impact, openness and flexibility
- The strategic roles versus operational roles of a procurement leader
- Inspiration and motivation through authentic role modelling
- Influencing through relationship management
- Situational leadership
- Decision making that engages the power of others
- Dealing with conflict and difficult situations

## Course Benefits

**At the end of the course delegates will be able to:**

- Identify and implement the differences between management and leadership
- Use leadership power to effect the performance of the team
- Choose from a selection of leadership styles to suit differing situations
- Generate new levels of followership, motivating and inspiring team members
- Make decisions stick through an empowering approach to procurement decision making
- Face those difficult situations and people with a refreshed confidence