

Many sourcing strategies fail to deliver the expected benefits because of internal resistance to change. This course provides a range of tools and techniques to fully engage and manage internal stakeholders.

Focus: Developing project & internal stakeholder management skills

Duration: 2 days

Participants: Procurement professionals looking to develop their capabilities

Training method: Interactive course using company specific category exercises throughout

Course Content

The main topics covered in the programme are:

- Different stages of a category sourcing project
- Project & programme management systems & tools
- Aligning category strategies with functional priorities
- Stakeholder mapping & analysis
- Communication strategy & implementation
- Programme governance models
- Managing virtual teams and remote stakeholders
- Change management issues
- Problem solving methods & facilitation techniques
- Managing conflict situations & overcoming resistance
- Reporting & review processes

Course Benefits

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

- Apply a range of project and programme management techniques on sourcing projects
- Understand who their key stakeholders are, and how to communicate effectively with them
- Ensure they are aligned with their stakeholders and working on their priorities
- Solve and resolve problems / issues that occur within project teams more efficiently
- Establish a governance model to fully support the completion of a cross functional project
- Manage virtual category teams and remote stakeholders more effectively