



Building Capability - Delivering Results

Presented by:

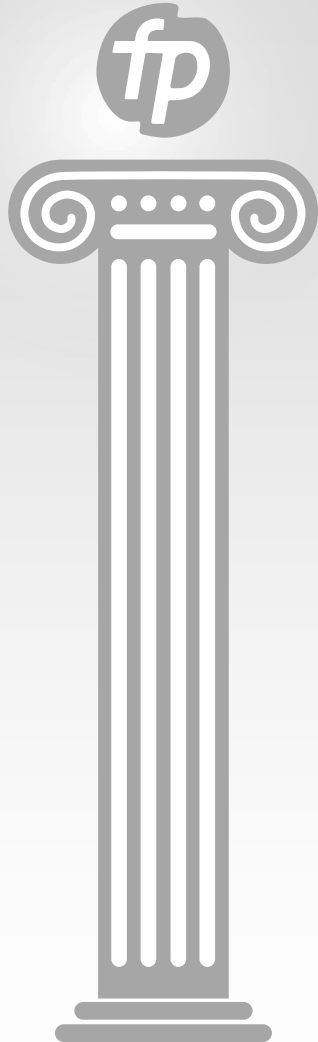
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Performance Learning
Future Purchasing

**Overview of Future Purchasing's fundamental
and advanced training workshops....**

*Our approach is simple...
we tailor exceptional
Fundamental and Advanced
procurement training master
classes to the needs of your
business & your people using the
most dynamic & inspiring
materials, methods and trainers
available.*

We have delivered the following master classes for major global clients world-wide covering 6 core topic areas of :

- ➔ **Category management**
- ➔ **Strategic negotiation**
- ➔ **Advanced procurement skills**
- ➔ **Stakeholder engagement**
- ➔ **Supplier relationship management**
- ➔ **Procurement leadership & strategy**



Section 1: Category Management Master Classes
Workshop Outlines

Section 2: Negotiation Master Classes
Workshop Outlines

→ Section 3: Advanced Procurement Functional Skills Master Classes
Workshop Outlines

Section 4: Stakeholder Engagement Master Class
Workshop Outlines

Section 5: Supplier Relationship Management Master Classes
Workshop Outlines

Section 6: Leadership & Management Master Classes
Workshop Outlines

Procurement success comes from a focus on new ways to reduce costs and increase value from suppliers. This course provides advanced tools and techniques which will deliver improved business results.

Focus:

- Developing advanced Procurement skills, tools & techniques

Duration: 3.5 to 5 days

Participants:

- Procurement professionals looking to develop their capabilities

Training method:

- Interactive course using category based exercises and simulations

Course Content

Topics that can be included in a typical course:

- Procurement financial impact and metrics
- Supplier financial analysis
- Cost modelling / bottom up costing
- Total cost of ownership
- Supply & value chain analysis
- Supplier relationship management
- Sourcing innovation
- Internal customer / stakeholder management
- Low cost country sourcing
- Risk management

Course Benefits

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

- Understand how Procurement can impact the businesses core financial metrics
- Build a detailed cost model and understand the implications of total cost of ownership
- Analyse supply and value chains and identify opportunities for cost out / value improvement
- Segment the supplier base to select the right suppliers to focus on for SRM activities
- Apply a range of tools and techniques to proactively manage the internal stakeholders
- Manage / mitigate sourcing risks, including those associated with LCC sourcing



Knowledge is power, and this particularly applies to a detailed understanding of a supplier's costs. This workshop provides delegates with the ability to analyse & manage costs across the supplier base.

Focus:

- Developing advanced cost management skills and knowledge

Duration: 2 days

Participants:

- Procurement professionals looking to develop their capabilities

Training method:

- Interactive course using simulations and category based exercises

Course Content

The main topics covered in the programme are:

- Price versus cost, the need to manage cost not price
- Purchase Price Cost Analysis (PPCA)
- PPCA for materials
- PPCA for labour
- PPCA for overheads (including freight)
- Target costing
- Supplier price models and how to challenge them
- Total cost of ownership analysis
- Supply chain analysis
- Applying cost management with suppliers
- Trading off costs and value

Course Benefits

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

- Differentiate between price and cost approaches and understand why they should manage costs
- Build a detailed PPCA for a category of spend, for both direct and indirect materials
- Develop a target cost model for a component or service
- Understand all the elements included in a total cost of ownership analysis
- Recognise the different approaches that suppliers take to pricing their goods and services
- Apply the knowledge in different ways with suppliers to take costs out of the supply chain



Negotiating on price only, with no understanding of the underlying costs? Want to change the balance of power? This workshop provides delegates with the ability to fully analyse the costs of a component, product or service.

Focus:

- Developing advanced cost management skills and knowledge

Duration: 2 days

Participants:

- Procurement professionals looking to develop their capabilities

Training method:

- Interactive course using simulations and category based exercises

Course Content

The main topics covered in the programme are:

- Price versus cost, the need to manage cost not price
- Purchase Price Cost Analysis (PPCA)
- Analysing the actual costs of materials
- Assessing the true labour cost
- Calculating the supplier's overheads
- Developing a should be cost
- Getting internal support for PPCA
- Gathering data and information
- Supplier price models and how to challenge them
- Applying cost modelling with suppliers

Course Benefits

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

- Differentiate between price and cost approaches and understand why they should manage costs
- Analyse all the elements of the costs, including materials, labour and overheads
- Build a detailed Purchase Price Cost Analysis and compare it with quoted prices
- Develop a bottom up cost for a component, product or service
- Recognise the different approaches that suppliers take to pricing their goods and services
- Apply the knowledge in different ways with suppliers to take costs out of a component, product or service



The current volatility in the commodity markets has had a significant impact on many businesses. This course provides some practical tools to implement effective commodity risk management.

Focus:

- Practical tools for commodity risk management

Duration: 2 days

Participants:

- Procurement professionals responsible for commodities

Training method:

- Interactive course using examples and specific categories exercises

Course Content

The main topics covered in the programme are:

- Forecasting commodity price trends, using the universal forecasting principles
- Kairos commodities tool insight and application
- Value at Risk Analysis
- Risk identification
- Risk strategies and policies
- Enterprise risk management
- Physical hedging
- Financial hedging, including futures, forwards, swaps and options
- Cost development tracker

Course Benefits

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

- Understand the techniques used to forecast commodity price trends.
- Identify the potential business impact of commodity volatility using Value at Risk analysis
- Identify commodity risks and understand the strategies & policies needed to mitigate the risks
- Apply the Kairos commodities tool to help manage commodity risks in the business
- Understand the various financial instruments that are used to manage commodity risks
- Use the cost development tracker to calculate the component price impact of commodity inflation





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Evaluation:



Overall evaluation from 100 delegates was **4.7** out of 5

– an exceptional score

Global Financial Services Company



“Actors were great, high energy and quality throughout the sessions. Engaging styles and real anecdotes. FP did a great job covering the technical side – pacy and informative, and the quality of the material was very high”

“The training brought to life a large number of issues that had been talked about but not seen. Providing challenging stakeholder scenarios and continued feedback was also very useful”

“Actors were very good. Able to visualise communication styles. Great trainers, very helpful, knowledgeable etc. Got to interact with colleagues I wouldn’t normally work with”

“Its been the best training I’ve been on”

“The use of actors has brought out a complete new dimension to the way trainings been delivered. Extremely interesting material”