

Building Capability - Delivering Results

Presented by:

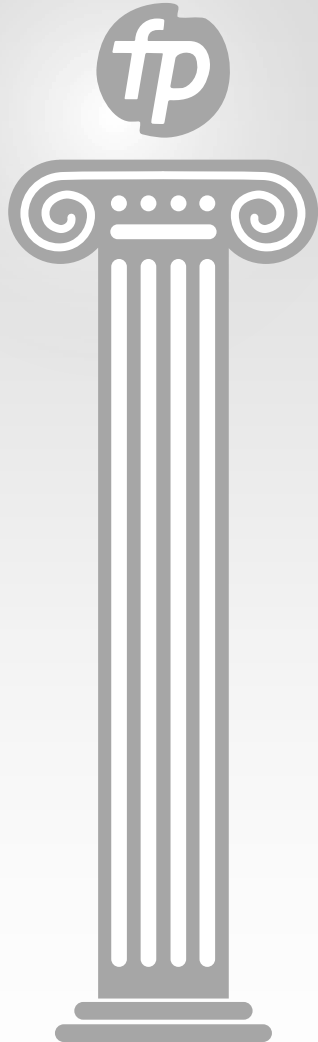
**Anna Del Mar - Director,**  
Performance Learning  
Future Purchasing

**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 – pacey 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”