



Building Capability - Delivering Results

Presented by:

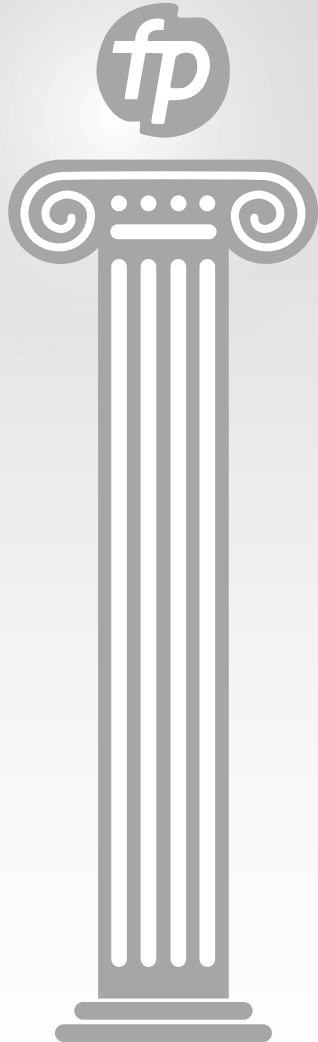
Anna Del Mar - Director,
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Future Purchasing

**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



Workshop Outline

- Engaging stakeholders in category strategies is essential for success, but difficult to achieve.
- **This workshop integrates** the interpersonal skills development with the creation of a category strategy.

Focus: Stakeholder engagement and category strategy

Duration: 3 days

Participants: All procurement professionals involved in category strategies

Training method: High interactive course using exercises and actors to fully embed learning

Trusted Advisor

The main topics covered in the programme are:

- Stakeholder management
- Communication styles
- Consultative selling
- Thinking creatively
- Gathering business requirements
- Market forces analysis
- Supplier positioning and portfolio analysis
- Options generation
- Sourcing strategies & use of decision gates



Course Benefits

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

- Develop better relationships with their stakeholders with the aim of becoming a trusted advisor
- Develop a category strategy through the application of specific tools and techniques
- Capture business requirements from stakeholders through the use of consultative selling techniques
- Understand the different communication styles and how to adapt their approach to different stakeholders
- Apply decision gates with senior managers and stakeholders to secure agreement to the strategy.



Critical Success Factors that maximise the workshop impact

★★★★ Pre-workshop Engagement

- We will involve your team in the workshop design and development
- We will ensure your leadership team fully understand the programme so that they can brief their teams
- We can work with you to design, review or refresh your sourcing processes
- We can conduct a complete training needs analysis that includes technical, process and interpersonal skills

★★★★ The Workshop

We integrate the development of technical, process and interpersonal skills.

- We will enable the participants to fully understand how they can implement sourcing plans
- We use actors and theatrical techniques to create energy, develop interpersonal skills and provide scenarios to apply sourcing skills
- We recommend that your lead managers deliver several workshop sessions



★★★★ Post Workshop

- We can design materials that will be in daily use, to keep the learning alive
- We can offer focused training sessions on subjects where there is need for further support
- We will provide a soft copy of the materials for your intranet so participants can easily access them.
- We can review progress with the participants 3 – 6 months after the workshop to follow through on the agreed improvement actions



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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”