



◆ **Aim of the course**

By the end of this course, participants will be able to understand the market trends and what's happening around us.

◆ **Learning goals**

- Get information from the market and do a thorough market analysis
- Understand new relationships with suppliers
- Implement an objective, transparent supplier selection process.
- Segment Portfolio and define priorities.
- Understand the different levers to implement in a Supplier Strategy.

◆ **Target group**

- Purchasing Professionals looking to acquire a broader perspective on Purchasing.
- Strategic buyer
- Newcomers to the profession.
- Any Professional (Internal Business Partners) willing to understand Purchasing and the relation with suppliers.

◆ **Course Structure**

The **OUTSIDE PURCHASING** course contains **2 Awareness sessions, 2 Chapters including 6 e-modules, other material** (readings, videos...) **and 4 Virtual classes merged in 2.**

For each Chapter, self study e-modules must be completed BEFORE attending the related Virtual Class.

Please, see the programme below:

Awareness session	Content		Duration	Total length of the course
Supply: Suppliers	<ul style="list-style-type: none"> • Market analysis • Introduction to SRM 		210 min.	
Strategy	<ul style="list-style-type: none"> • Purchasing Levers • Selection process 		210 min.	
Chapters	Self-study e-Modules		Durations	
	Nber	Names	Self-study	Virtual Classes
Getting Market Information from Markets	4	<ul style="list-style-type: none"> • Supply and demand • Information sources in purchasing • Understanding what is SRM about • SRM – Understanding the Supplier 	120 min.	210 min.
The right levers to execute a Strategy	2	<ul style="list-style-type: none"> • Levers to Leverage • Prospect and select suppliers 	60 min.	210 min.