



◆ **Aim of the course**

By the end of this course, participants will be able to strengthen their purchasing organisation by excelling at people management, process improvement and performance management.

◆ **Learning goals**

- Create a 3-year roadmap to develop the performance of your team
- Develop a people management plan
- Assess, review and improve key processes
- Master performance measurement and reviews

◆ **Target group**

All Purchasing Managers or aspiring managers who want to have more impact on their organisation.

◆ **Course Structure**

The **PEOPLE, PROCESS & PERFORMANCE** course contains:

- **2 Chapters, including and reading materials**
- **2 virtual classes.**

For each Chapter, specific reading must be completed BEFORE attending the related virtual class.

Participant will get a copy of the book Fifth Generation Purchasing prior to the class session.

Please, see the programme below:

			Total length of the course:	Hr:Mn 12:30
Chapters	Self-study & Reading material		Durations	
	Nber	Names	Self-study	Virtual Classes
People & Process	4	<ul style="list-style-type: none"> • People management process • Shaping a culture through ritual and stories • The foundation of process management • Developing process maturity 	240 min.	210 min.
Performance	3	<ul style="list-style-type: none"> • Measuring performance • Balanced scorecard • Conducting effective reviews 	90 min.	210 min.