

Topic: PURCHASING

Course title: **FIFTH GENERATION PURCHASING**

Session date: On demand

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◆ Aim of the course

By the end of this course, participants will understand EIPM's vision on purchasing and how to use multiple work modes favouring in-sync work with the business and markets.

◆ Learning goals

- Understand how to anticipate and accelerate concurrently
- Understand how to jointly explore and exploit opportunities
- Develop ability to work using different modes
- Master tactical buying, consolidation, alliance and partnership, agile advisor, competence centre and exploratory modes.

◆ Target group

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

◆ Course Structure

The FIFTH GENERATION PURCHASING course contains:

- 3 Chapters, including 7 readings.
- 3 classes in face-to-face mode.

Individual online self-study, consisting of e-modules, readings and videos, must also be considered as preparatory work for the virtual classes that follow. For this reason, it must be completed **before** the virtual classes.

FIFTH GENERATION PURCHASING - Course content & estimated durations

Preparatory work: reading & videos: **9 hrs**
Virtual classes x 3: **10 hrs 30 min**

The durations are indicative as they can vary from one learner to another.
Content of the programme and its order may be subject to modifications

Chapters & Virtual classes

Content of preparatory work

1. Fifth Generation: Tactical buying and Consolidation mode - F2F class

- Fifth Generation
- Tactical buying
- Consolidation

2. Fifth Generation: Agile advisor and Competence centre mode - F2F class

- Agile advisor
- Competence centre mode

3. Fifth Generation: Collaboration, Alliances and Exploratory mode - F2F class

- Collaboration and alliances
- Exploratory mode