

Topic: **LEADERSHIP**

Course title: **TRANSFORMATION, LEADERSHIP & STRATEGY**

Session date: On demand

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#### ◆ Aim of the course

A good leader does not need to have the authority, he or she is the authority. This course aims at understanding how personal leadership helps transform purchasing and its strategies. It focuses on the personal legacy, the charisma and other leadership traits of purchasing leaders.

#### ◆ Learning goals

- Define your quest and the field of your personal leadership
- Understand the organisational setting necessary to the development of leadership
- Create the relational frame and dynamics to ensure leadership
- Capture the personal traits for the development.

#### ◆ Target group

- Purchasing team managers, Transformation leaders, Purchasing executives
- Interfaces between Purchasing and the key stakeholders.

#### ◆ Course Structure

The **TRANSFORMATION LEADERSHIP & STRATEGY** course contains 5 Chapters including readings and 5 classes in **F2F mode** spread on 3 consecutive days.

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.

### TRANSFORMATION LEADERSHIP & STRATEGY - Course content & estimated durations

Preparatory work consists in readings: 8 hrs  
Classes in F2F mode: x 5: 17 hrs 30 mins

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 the preparatory work
<b>1. Intercultural Management - F2F class</b> Pre-reading	<ul style="list-style-type: none"> <li>• The Darwinian evolution of Procurement</li> <li>• Procurement ambidexterity</li> <li>• Purchasing in a VUCA world</li> <li>• Procurement contribution to strategic resilience</li> </ul>
<b>2. Making Procurement a learning organisation - F2F class</b> Pre-reading	<ul style="list-style-type: none"> <li>• Social and experiential learning in Procurement</li> <li>• Transformational learning</li> <li>• Learning myopia</li> </ul>
<b>3. Strategising Procurement - F2F class</b> Pre-reading	<ul style="list-style-type: none"> <li>• The vision and mission of Procurement</li> <li>• 10 schools of thought applied to Procurement</li> <li>• The alignment of category strategies on function and company strategy</li> </ul>
<b>4. Your leadership quest &amp; your operating arena - F2F class</b> Pre-reading	<ul style="list-style-type: none"> <li>• Define your intended legacy as a leader</li> <li>• Define your stance and create your own personal brand</li> <li>• Demarcate your battlefield</li> <li>• Create your followers</li> </ul>
<b>5. Developing leadership capabilities - F2F class</b> Pre-reading + MBTI Survey	<ul style="list-style-type: none"> <li>• Profiles to lead, to manage transformation and disruption (incl. debriefing of the MBTI survey results)</li> <li>• Abilities and facets of leadership competence</li> <li>• Navigate your Procurement career</li> </ul>