

TOOLS & PRACTICES – Some practices & tools - Upstream

Intermediate

Available languages:



Fee: € 450

e-Modules' titles	Objectives	Content
TOTAL COST OF OWNERSHIP (TCO)	This module aims at understanding specific Procurement tools & practices: - what TCO is - locating & handling costs with TCO	1. What is TCO? 2. Locating costs 3. Handling costs
FUNCTIONAL ANALYSIS	This module aims at understanding specific Procurement tools & practices: - Functional Analysis & its benefits - the difference between a functional & a technical specification	1. Definition 2. Types of functions 3. Functional analysis steps 4. Customer satisfaction & value
FUNCTIONAL ANALYSIS - Level 2	This module aims at understanding cost-related tools for better price-reduction negotiations: - relationship between product lifecycle & functional analysis - functional vs non-functional requirements	1. Product lifecycle 2. Functional analysis 3. Functional specification
TARGET COSTING & CONCEPT OF VALUE	This module aims at understanding cost-related tools for better price-reduction negotiations: - how the target costing process contributes to creating value - creating value thanks to value engineering & value analysis	1. Target costing: selling price 2. Target costing: should costing 3. Target costing: value-based costing 4. Brief on value analysis / Value Engineering
COMMUNICATING WITH STAKEHOLDERS	This module aims at understanding some tools & practices for upstream Procurement: - how to communicate with stakeholders - identifying & adapting communication based on their positions	1. How to communicate with stakeholders 2. Stakeholder positions
PROJECT MANAGEMENT	This module aims at understanding how Procurement interacts with some key environmental elements: - defining the role of Procurement in a project - discovering various basic templates to use in project, or to define it	1. What & Why of project management 2. Project management process 3. Tools: WBS & critical path 4. Tools: RACI & burndown chart 5. Specific project management environments