

# **GMP s specializacijo iz nabavnega managementa v angleškem jeziku**



# Vabilo



*A School with a View*

IEDC-Poslovna šola Bled, Združenje nabavnikov Slovenije in EIPM (European Institute of Purchasing Management) Vas vabimo, da se udeležite izobraževanja za **nabavne strokovnjake**, ki želijo prispevati k uspešnosti podjetij z večjim poznavanjem:

- nabavne funkcije v kombinaciji z
- menedžerskimi
- voditeljskimi
- strateškimi veščinami.

Izobraževanje bo potekalo v angleškem jeziku

Udeležujejo pa se ga nabavni strokovnjaki iz številnih podjetij

(Adria mobil, SIJ, Krka, Mercator, Danfoss, Gorenje, Kolektor, Iskra, MDM, Lek, LTH in drugi).

# Struktura modulov

## Modul 1: 10. do 15. okt. 2022

- Razvijanje komunikacijskih spretnosti (Developing communication skills)
- Razvijanje spretnosti odločanja (Decision Making)
- Projektni management (Project Management)

## Modul 2: 14. do 18. nov. 2022

- Strateško vodenje nabavne verige (Strategic Supply Chain Management)
- Upravljanje ključnih kategorij (Key Category Management)
- Upravljanje odnosov z dobavitelji (Supplier Relationship Management)
- Nabava 5. generacije (5th Generation Purchasing)

## Modul 3: 17. do 22. april 2023

- Kupci in trgi (Customers and Markets)
- Vodenje drugih (Leading People)

## Modul 4: junij 2023

- Merjenje organizacijske uspešnosti (Measuring Organizational Performance)
- Ustvarjanje primerjalne prednosti (Creating Competitive Advantage)

Možna udeležba tudi samo na tem modulu

# Kotizacija in prijave

- GMP program s specializacijo iz nabavnega managementa:
- 7.500 EUR + DDV za zgodnje prijave do 30. junija 2022
  
- Teden nabavnega managementa
- 2.850 EUR + DDV za zgodnje prijave do 30. junija 2022
  
- Pogoji udeležbe so znanje angleškega jezika in uspešno opravljen telefonski intervju (v primeru udeležbe na celotnem GMP programu).
- Podjetje, ki je član ZNS in ki pošlje kandidata na GMP program, pa ima možnost izkoristiti tudi eno brezplačno udeležbo na odprtem dvodnevem seminarju IEDC v letu 2022.

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# Developing communication skills by Mani Sandher

Effective and efficient communication is vital for good managing. People communicate in many different ways and on many different levels. In management communication it is of even greater importance, that the messages we convey are clear and understood by every member of the audience we address. Therefore we tend to enhance oral communication by using different additional ways of communication, mostly visual. In the course on Developing Communication Skills, we will look at the process of constructing efficient visual support using few of most common tools and also at the process of delivering the presentation. The course is designed as a workshop, involving participant's individual as well as group action.



# Decision making; Nenad Filipović

The course is related to the vital questions: how we normally make decisions and what can we do if that does not work, how is organizational culture and leadership style influencing our decisions, we will also talk about decision-making and manipulation and about making decisions under pressure.



# Project management, Nick Wake

This theme aims to introduce executives to contemporary project management tools and techniques. It takes a managerial perspective, in which projects are viewed through the lens of an executive who is undertaking the role of a project manager:

- What is a project
- Project planning, delivery and control
- Critical appraisal of project management theors
- Agile projects
- Oraganizing for projects
- Managing change and improving project performance



# Strategic supply chain management;

## Branko Žibret

*Supply chains has been recently confronted with severe post Covid 19 challenges. Shortages and rise of prices of important raw materials and energy, lack of labor force, general inflation trends, geopolitical tensions as invasion of Ukraine, along increasing sustainability standards and continuous struggle for talent are requiring from supply chain managers to carefully revise and reconsider right measures to maintain competitive advantage of corporate supply chains. To holistically manage Buy, Make, Deliver (Return) and especially Plan is requiring additional focus and knowledge. Target service, cost and working capital levels are under pressure.*

*Through case studies, group work and interactive discussion we will explore challenges of the supply chain management. Red light of the course will be to acquaint the group with the critical thinking on how supply chain contribute to the overall strategic and competitive position of the company.*



# Key category management & Supplier relationship management; Manish Shanbhag

*Segmentation*

*Needs analysis*

*Market analysis*

*Strategic analysis – Kraljic Matrix*

*Supplier selection & negotiation*

*Why SRM?*

*Defining strategic, critical and key suppliers*

*Analysing Relationships*

*Implementing SRM*



# 5th Generation Purchasing; Hervé Legenvre

*Trends*

*Fifth-generation framework*

*Tactical mode*

*Agile advisor mode*

*Competence center mode*

*Collaboration and Alliance mode*

*Exploration mode*

*Managing Performance*

*Managing People*

*Managing Processes*



# Customers & markets, Vikas Tibrewala

The course explores the tools of marketing management for understanding market of opportunities in different markets. It deals also with outlining the way of dealing with different types of customers across different markets. Specific topics covered include taking the customer perspective, analysis of the enterprise/marketing in the national and international context, segmentation, targeting and positioning across markets, marketing mix management (product, communication, price and distribution), as well as preparing, implementing and controlling marketing plans.



# Leading people, Drikus Kriek

This course is designed to clarify and deepen your understanding of how people behave in organizations and of how you might increase your effectiveness in managing and working with others. We will cover several core topics within the broader framework of understanding people, their relationships to each other and within teams. Using case studies and exercises, this course will create a fast paced, interactive environment in which to learn about concepts and about oneself. The course will end with a briefing on Human Resource Management. The main goal of this day is to improve your effectiveness in using some of the professional tools for influencing people's performance and to gain skill at the process of evaluating, developing and coaching subordinates.



# Measuring Organizational Performance; Danny Szpiro

For both decision-making and communication purposes, managers need to understand how to measure and manage the performance of their organizations. The course provides a broad overview of the concepts and techniques available to managers to examine organization performance from multiple perspectives. This includes the perspective of shareholders as the topics of financial reporting and creating shareholder value are discussed as well. This also includes understanding Discounted Cash Flow analysis to support strategic decision-making to meet the organization's objectives. Various concepts in cost measurement and management are discussed to provide tools for improving performance. Finally, integrated performance measurement techniques such as the Balanced Scorecard are examined.



# Creating competitive advantage, Salman Mufti

This course starts by framing the essence of strategic thinking and processes in a company: from defining the business and making key choices about the assumptions underlying further strategizing, defining the strategic identity of the company, using tools of strategic analysis, to strategy formulation and implementation. Participants will, in particular, look at business models supporting growth and long term competitiveness. In doing that various points of view dominating strategic thinking in the last decades will be examined. Participants will understand the current and future states of business, which will give them the confidence to ask important questions to make informed strategic decisions. The approach to learning in class will involve a high level of interaction based on briefings, presentations, and case studies.

