

# General Management Program with Specialization in Purchasing Management

## Description

The GMP Program with Specialization in Purchasing Management focuses on the organizational aspects of purchasing for the success of which also management and leadership capabilities are crucial. Therefore the program combines purchasing management courses with business and leadership courses.

## Target group

The GMP Program with Specialization in Purchasing Management is targeted at purchasing managers and executives who wish to strengthen their strategic and leadership skills.

### Purchasing Courses (6 days)

- Purchasing Management: Strategies and Organization (2 day)
- Purchasing Management Skills and Performance Indicators (2 day)
- Supply Chain Optimization and Innovation (2 day)

### Business Courses (9 days)

- Measuring Organizational Performance (3 days)
- Developing Competitive Advantage (3 days)
- Operations and Project Management (3 days)

### Leadership Courses (7 days)

- Leading People (3 days)
- Leading Change (2 days)
- Developing Communication Skills (2 days)

**Price:** 7.900 EUR (GMP Certificate with the EIPM Specialisation in Purchasing Management)

**Option:** 3.000 EUR (Certificate of completion of individual Purchasing Management topics)

## Additional information

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## Admission Criteria

- A working level of English (verified in the interview)
- Relevant work experience
- A completed application form

# Schedule

## MODULE I, November 2018

Week I		Week II	
Monday, November 5	<b>Francois Dousset</b> Purchasing Strategies	Monday, November 12	<b>Mani Sandher</b> Developing Communication Skills  Individual Project work**
Tuesday, November 6	<b>Francois Dousset</b> Purchasing Organizations	Tuesday, November 13	<b>Mani Sandher</b> Developing Communication Skills  Individual Project work**
Wednesday, November 7	<b>Francois Dousset</b> Purchasing Processes	Wednesday, November 14	<b>Nenad Filipović</b> Decision Making  Individual Project work***
Thursday, November 8	<b>Herve Legenvre</b> Key Trends Impacting Purchasing	Thursday, November 15	<b>Nenad Filipović</b> Leading Change  Individual Project work***
Friday, November 9	<b>Herve Legenvre</b> Innovation in Purchasing	Friday, November 16	<b>Nenad Filipović</b> Leading Change
Saturday, November 10	<b>Herve Legenvre</b> Supply Chain Management Sustainability		

Participants attending GMP with Purchasing Management Specialization will be awarded the GMP Certificate with the EIPM Specialisation in Purchasing Management. They will also, under the mentorship of program faculty, prepare a project dealing with an important business issue from his/her company.

## MODULE II, May 2019

Week I		Week II	
Monday, May 13	<b>Lynn Isabella</b> Leading People	Monday, May 20	<b>Danny Szpiro</b> Measuring Organizational Performance  Company Presentations*
Tuesday, May 14	<b>Lynn Isabella</b> Leading People  Company Presentations*	Tuesday, May 21	<b>Danny Szpiro</b> Measuring Organizational Performance  Company Presentations*
Wednesday, May 15	<b>Lynn Isabella</b> Leading People Afternoon session; <b>Nenad Filipović</b> Introduction to Projects	Wednesday, May 22	<b>Danny Szpiro</b> Measuring Organizational Performance  Company Presentations*
Thursday, May 16	<b>Salman Mufti</b> Developing Competitive Advantage  Company Presentations*	Thursday, May 23	<b>Vikas Tibrewala</b> Customers and Markets  Company Presentations*
Friday, May 17	<b>Salman Mufti</b> Developing Competitive Advantage  International Evening**	Friday, May 24	<b>Vikas Tibrewala</b> Customers and Markets
Saturday, May 18	<b>Salman Mufti</b> Developing Competitive Advantage	Saturday, May 25	<b>Vikas Tibrewala</b> Customers and Markets  <b>GRADUATION</b>

### PARTICIPANTS' TESTIMONIALS

"IEDC GMP program is an exceptional experience. Topics, cases and all explanations from professors & lecturers are just the best. Their up to date knowledge and experiences are among most important things they can give you. Nevertheless the student networking must not be forgotten. A lot of practical experiences and tools used were shared between us. I highly recommend GMP program to anyone who wants to widen his/her knowledge and mind. Step out from daily routine and see your business from other perspective!" **Uroš Zupančič, Adria Mobil d.o.o.**

"GMP took place in a friendly and welcoming atmosphere. The whole course really made me think wider, it opens new perspective on business. I recommend it." **Manca Arbajter, Krka d.d.**

"GMP with specialization in Purchasing is a great program, combining managerial and purchasing topics delivered by great and experienced professors. Procurement specialization lectures are done by lecturers with extensive expertise in multinational and small companies. Very practical knowledge can be applied immediately in your company, as well as shared with colleagues. For me this was my best personal and my company's benchmark in purchasing area!" **Luka Rutar, Danfoss Trata d.o.o.**

About the partnering institutions

## **Lead organizer: IEDC-Bled School of Management**

The IEDC–Bled School of Management, founded in 1986 as the first business school of its type in Central and Eastern Europe, is one of the leading international management development institutions in Europe. It is a place where leaders come to learn and reflect, an international center of excellence in management development, a business meeting point, and a unique place where works of art complement a creative environment for creative leadership. Some of the world's most eminent professors and consultants teach at IEDC, and participants attend from all over the world. The total number of participants since the establishment stands at more than 75,000 from 80 countries. IEDC is an award winning school: In 2012 it was awarded an MBA innovation Award by AMBA, in 2010 its President Prof. Danica Purg was named International Educator of the Year by the AIB and in 2009 IEDC was named among the 100 top business schools in the world by the Aspen Institute Beyond Grey Pinstripes survey.

## **Content partner: EIPM (European Institute for Purchasing Management)**

EIPM is a pioneer in purchasing training in Europe and today stands as the leading Global Centre in Executive Procurement and Supply Management Education. Created over 20 years ago by leading companies, EIPM trains and educates each year more than 4000 purchasing professionals worldwide in nine different languages through its programs and partnerships. Currently with branches in Geneva and Shanghai and partnerships in Brazil, South Africa, Spain, Mexico, USA, the Nordic region and India, the Institute has developed a complete range of solutions to meet the training needs of its large base of international clients in all sectors of industry and service. Our methods and tools are consistent, efficient and cost-effective. We place our outstanding suite of tools and our expertise at the disposal of clients who aim at establishing leading-edge performances.

## **Expert and Marketing Partner: Purchasing Association of Slovenia**

ZNS was founded in 2003 as a non-profit, non-political, independent oriented organization with clear aim to develop a community of procurement executives and purchasing professionals with a common venue and to share ideas and best practices that address the needs and concerns of supply management professionals in Slovenia. As a leading Purchasing organization in Slovenia it has been working in the private and as well in the public sector and is a principal authority for matters concerning Purchasing in Slovenia. ZNS tackles strategic procurement and supply management issues and provides opportunities for the promotion of the profession and the expansion of professional skills and knowledge for individuals and companies.