

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 Strategies (1 day)
- Purchasing Organizations (1 day)
- Purchasing Process; (1 day)
- Key Trends Impacting Purchasing (1 day)
- Innovation in Purchasing (1 day)
- Supply Chain Management and Sustainability (1 day)

Business Courses (9 days)

- Measuring Organizational Performance (3 days)
- Developing Competitive Advantage (3 days)
- Operations and Project Management (3 days)
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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 2017

Week I		Week II	
Monday, November 6, 2017	Bernard Gracia Purchasing Strategies	Monday, November 13, 2017	Mani Sandher Developing Communication Skills
Tuesday, November 7, 2017	Bernard Gracia Purchasing Organizations	Tuesday, November 14, 2017	Mani Sandher Developing Communication Skills
Wednesday, November 8, 2017	Bernard Gracia Purchasing Processes	Wednesday, November 15, 2017	Nenad Filipović Leading Change
Thursday, November 9, 2017	Herve Legenvre Key Trends Impacting Purchasing	Thursday, November 16, 2017	Nenad Filipović Leading Change
Friday, November 10, 2017	Herve Legenvre Innovation in Purchasing	Friday, November 17, 2017	Project Presentations with Mentors Wrap-up and graduation ceremony GMP 2017
Saturday, November 11, 2017	Herve Legenvre Supply Chain Management Sustainability		

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 program provided me with an insight into certain areas of business previously unknown to me. Moreover, it gave me an opportunity to network, learn through practical experience and the confidence to make future business decisions on a firmer basis. Through the mixture of cultures, views and knowledge present at the program I recognized business is not only about resources, products and companies but is translated into every day life throughout relationships and connections established between people.« **Mateja Kastrevc, Adria Mobil d.o.o.**

MODULE II, May 2018

Week I		Week II	
Monday, May 14, 2018	Lynn Isabella Leading People	Monday, May 21, 2018	Vikas Tiberwala Customers and Markets
Tuesday, May 15, 2018	Lynn Isabella Leading People	Tuesday, May 22, 2018	Vikas Tiberwala Customers and Markets
Wednesday, May 16, 2018	Lynn Isabella Leading People Introduction to projects	Wednesday, May 23, 2018	Vikas Tiberwala Customers and Markets
Thursday, May 17, 2018	Danny Szpiro Measuring Organizational Performance	Thursday, May 24, 2018	Salman Mufti Developing Competitive Advantage
Friday, May 18, 2018	Danny Szpiro Measuring Organizational Performance	Friday, May 25, 2018	Salman Mufti Developing Competitive Advantage
Saturday, May 19, 2018	Danny Szpiro Measuring Organizational Performance	Saturday, May 26, 2018	Salman Mufti Developing Competitive Advantage

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.

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 centre 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.