

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)
November 7 – 12, 2016

Option 1

- Supply Chain Optimization Management; 2 days
- Purchasing Management; Strategies and Organizations, 2 days
- Purchasing Management Skills and Performance Indicators; 2 days

Business and Leadership Courses (4 days)

November 14 – 18, 2017

Option 2

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

Business and Leadership Courses (12 days)

May, 2017

Option 3

- Leading People (3 days)
- Customers and Markets (3 days)
- Measuring Organizational Performance (3 days)
- Developing Competitive Advantage (3 days)

Option 1: 3.000 EUR (Certificate of completion of individual topics)

Option 1 and 2: 3.950 EUR (Certificate of completion of individual topics)

Option 1, 2 and 3: 7.900 EUR (GMP Certificate with the EIPM Specialisation in Purchasing Management)

Additional information

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Admission Criteria

- A working level of English (verified in the interview)
- At least three years of relevant work experience
- A completed application form

Schedule

MODULE I





Week I		Week II	
Monday, Nov 7	Christian Kaemmerlen Supply Chain Optimisation Management	Monday, Nov 14	Mani Sandher Developing Communication Skills
Tuesday, Nov 8	Christian Kaemmerlen Supply Chain Optimisation Management	Tuesday, Nov 15	Mani Sandher Developing Communication Skills
Wednesday, Nov 9	Peter Kraljič Bernard Gracia Purchasing Management: Strategies & Organizations	Wednesday, Nov 16	Nenad Filipović Leading Change
Thursday, Nov 10	Bernard Gracia Purchasing Management: Strategies & Organizations	Thursday, Nov 17	Nenad Filipović Leading Change
Friday, Nov 11	Herve Legenvre Purchasing Management Skills and Performance Indicators		
Saturday, Nov 12	Herve Legenvre Purchasing Management Skills and Performance Indicators		

Only those participants who will attend the two week module in November 2016 and the Module II in May 2017 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 2017 (TENTATIVE SCHEDULE)

Week I		Week II	
Day 1	Lynn Isabella Leading People	Day 7	Danny Szpiro Measuring Organizational Performance
Day 2	Lynn Isabella Leading People	Day 8	Danny Szpiro Measuring Organizational Performance
Day 3	Lynn Isabella Leading People	Day 9	Danny Szpiro Measuring Organizational Performance
Day 4	Vikas Tibrewala Customers and Markets	Day 10	Salman Mufti Developing Competitive Advantage
Day 5	Vikas Tibrewala Customers and Markets	Day 11	Salman Mufti Developing Competitive Advantage
Day 6	Vikas Tibrewala Customers and Markets	Day 12	Salman Mufti Developing Competitive Advantage

DESCRIPTION OF TOPICS

<p>Purchasing Management; Strategies and Organizations, 2 days</p>	<p>Learning objectives</p> <ul style="list-style-type: none"> Align the purchasing strategies to business strategies Align the purchasing organization with business organization and constraints Help their team to define appropriate category strategy Manage the complex interaction between internal customers, purchasing teams and suppliers Define relevant objectives Control the delivery of results according to the plan. 	<p>Peter Kraljič, Chairman Emeritus, McKinsey &Co (EIPM »Peter Kraljič Award« for the most effective purchasing organization)</p> <p>and</p> <p>Bernard Gracia, Director and founder of EIPM</p> 
<p>Purchasing Management Skills and Performance Indicators; 2 days</p>	<p>Learning objectives</p> <ul style="list-style-type: none"> Create a 3 year roadmap to develop the performance of a purchasing unit Build a one page strategy that supports effective communication to stakeholders Develop and implement a human resource plan to attract, retain and develop people Review and develop the performance of people Design and use performance measures Lead effective performance review Assess and improve processes 	<p>Herve Legenvre, EIPM MBA Director</p> 
<p>Supply Chain Optimization Management; 2 days</p>	<p>Learning objectives</p> <ul style="list-style-type: none"> Turn supply chain management into a competitive advantage Create value for all actors across the chain Use the relevant strategy to manage all type of flows Achieving global efficiency by improving the supply chain from suppliers to customers. 	<p>Christian Kaemmerlen, EIPM Faculty</p> 
<p>Developing Communication Skills; 2 days</p>	<p>Learning objectives</p> <p>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.</p>	<p>Mani Sandher, THE 2nd TIER consulting, UK</p>
<p>Leading Change, 2 days</p>	<p>Learning objectives</p> <p>Participants will start from the need to understand the drivers of change in order to formulate viable vision and business model. Then they will learn how middle managers can influence the change processes and serve as "interpreters" of strategy for their subordinates.</p>	<p>Nenad Filipović, Academic Director, IEDC-Bled School of Management, Slovenia</p> 

<p>Leading People, 3 days</p>	<p>Learning objectives: Deepen the understanding of how people behave in organisations 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.</p>	<p>Lynn Isabella, University of Virginia, Darden School of Business, USA</p> 
<p>Customers and Markets, 3 days</p>	<p>Learning objectives: Exploring 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 segmentation, targeting and positioning across markets, marketing mix management (product, communication, price and distribution), as well as preparing, implementing and controlling marketing plans.</p>	<p>Vikas Tibrewala, former INSEAD faculty</p> 
<p>Measuring Organizational Performance, 3 days</p>	<p>Learning objectives: For both decision-making and communication purposes, managers need to understand how to measure and manage the performance of their organisations. The course provides a broad overview of the concepts and techniques available to managers to examine organisation performance from multiple perspectives. This includes the perspective of shareholders as the topics of financial reporting and creating shareholder value.</p>	<p>Danny Szpiro, Dean of the School of Professional Programs & Assistant Vice President (Academic) Marist College Poughkeepsie, NY, USA</p> 
<p>Developing Competitive Advantage, 3 days</p>	<p>Learning objectives: Framing the essence of strategic 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.</p>	<p>Salman Mufti, Associate Dean and Executive Director of Smith School of Business - Executive Education</p> 

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.**«

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.