

# **GMP with specialization in Purchasing Management**



# Structure of the modules

Excellence in  
purchasing  
management

Key stakeholders

Strategic relevance

Business Skills  
spretnosti

Modul 1:  
Nov 13. to 17, 2023

- Setting the scene for procurement to act
- Category management
- Supplier relationship management
- 5<sup>th</sup> Generation purchasing and innovation
- Procurement leadership)

Modul 2:  
April 2024

- Customers and Market
- Leading People

Modul 3: June 2024

- Measuring Organizational Performance
- Creating Competitive Advantage

Modul 4:  
October, 2024

- Developing communication skills
- Decision Making
- Project Management
- Negotiation strategies

Enrollment by October  
30, 2023

# Participation fee and application deadlines



*A School with a View*

- **GMP with specialization in purchasing management:**
  - Enrollment deadline: October 30, 2023
  - 7.500 EUR + VAT
- **Excellence in Purchasing Management Week**
  - Enrollment deadline: October 30, 2023
  - 2.850 EUR + VAT for Early Bird applications.
- Conditions of enrollment: knowledge of English, telephone interview in case of GMP.

If a company is member of Purchasing Association of Slovenia, another candidate has a possibility of attending one IEDC two-day seminar free of charge (valid for 2023/2024).

# Excellence in Purchasing Management by Francois Dousset

Setting the scene for procurement  
to act)

Category management

Supplier relationship management

5th Generation purchasing and  
innovation

Procurement leadership



# Customers & markets, Andrew Keating

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.





# 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.



# 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



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# 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.



# Negotiation strategies, Pierre Casse

Participants will:

Review the basic facts about effective negotiations

Assess their personal negotiating strengths

Examine how communication can help or jeopardize a negotiation process

Validate the learning through a selection of case studies and exercises

Summarize their key personal learnings

Reference: P.Casse, "The one hour negotiator"

