

GMP

General Management Program

Specialization in Purchasing Management



A School with a View



Become a Fifth Generation
Purchasing Professional.



LONG PROGRAMS



Bring more value to your company.

What

are the program objectives?

The GMP with specialization in purchasing management focuses mainly on participants' management and leadership capabilities as well as on organizational aspects of purchasing. The program combines business and leadership with 5th Generation purchasing themes and topics.

Who

 should enroll?

Enhance their capabilities to design their own purchasing department aligned with the organization's strategy and culture.

Why

 should I attend?

- Develop your analytical and leadership skills
- Implement new practices and enhance performance to be able to sustain future changes.
- Get equipped with new tools to use external resources for competitive advantage.
- Gain self-confidence to take purchasing function to a strategic level.

How is the program structured?

Business and Leadership Courses

- Customers and Markets (3 days)
- Leading People (3 days)
- Developing Competitive Advantage (3 days)
- Developing Communication Skills (2 days)
- Decision Making (1 day)
- Project Management (2 days)
- Negotiation Highlights (1 day)

Purchasing Courses

- Strategic Supply Chain Management (1 day)
- Key Category Management (1 day)
- Supplier Relationship Management (1 day)
- 5th Generation Purchasing (2 days)

Project

- Essential part of the learning process
- Implementation of knowledge, tools and methods from the program.



Practical information

When & Where

Week 1: **April 4 – 9, 2022**

Week 2: **June 6 – 11, 2022**

Week 3: **October 10 – 15, 2022**

Week 4: **November 14 – 18, 2022**

*Enrollment is possible in any week of the program.



Tuition fee:

€ 7,900 + VAT

The tuition fee covers the costs of lectures, project mentoring, teaching materials, unlimited access to the IEDC Resource Center, certificate of completion and lunches.

Apply before March 4, 2022 and get an early-bird price: **€ 7,500 + VAT**

Admission requirements

- A working level of English (verified in an interview)
- At least three years of relevant work experience
- A completed application form received one month before the start of the program

How to apply?

For the **application process** or **further information** about the program please, **visit www.iedc.si** or contact **Ms. Barbara Vilfan**,
Head of Operations: +386 4 5792 552
or **barbara.vilfan@iedc.si**



Organizers

Lead organizer - IEDC

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 95,000 from 100 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. In 2021 IEDC was listed 23rd place in the WURI "World's Universities with Real Impact" in Entrepreneurial spirit (among TOP 50)



A School with a View

Content partner - EIPM

EIPM (European Institute for Purchasing Management) is a pioneer in purchasing education 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.





Why IEDC

- We are passionate about developing responsible and inspirational leaders
- We offer responsiveness, relevant and innovative content and cutting-edge methodology
- We orchestrate seamless learning experiences across cultures and geographies

Contact us

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www.iedc.si

On the shores of Lake Bled in a breathtaking Alpine setting, just 20 minutes by car from Ljubljana International Airport, IEDC-Bled School of Management is an award-winning business school created specifically for practicing managers and experienced executives. It is well known for unique, innovative and real-world programs which train highly-experienced participants. World-class professors offer you a flexible and personalized approach that augments our custom-made programs and has given us global recognition. Over the years IEDC programs have inspired more than 95,000 executives from 100 countries. We offer a mix of reflection, inspiration and knowledge that extends beyond the limits of classical management education and enriches the minds of our participants. Come and experience real-world learning that focuses on management and leadership development and transforms executive potential into executive performance.



Follow us:





About IEDC

IEDC is the headquarters of

- IEDC, Postgraduate Studies
- European Leadership Centre
- CEEMAN - International Association for Management Development in Dynamic Societies
- UN Global Compact Slovenia
- WISE: Institute for Sustainability and Ethics in Rising Economies
- Team Development Institute

Accreditations



IEDC-Bled School of Management is a pioneer in using an innovative approach in leadership development, an approach which encourages business leaders to take on new and more creative ways of meeting their challenges. IEDC often hosts events from various companies and organizations at its location in Bled. Our program offer includes:

- **Degree Programs**
- **General Management Programs**
- **Focused Management Development Programs**
- **Top Executive Forums**
- **Custom-Made Programs**