

Purchasing Management

2011

The Foundation of Supply Management



Become an Expert in Purchasing Management

Dirigido a: Personal de suministros, compras, planeación, cadena de suministro, logística e interesados en el tema.

Nota: Los cursos se imparte en español, utilizando material didáctico en inglés de la ISM.



Calendario 2011

Guadalajara (Diario)

| Purchasing Management (The Foundation of Supply Management) | | |
|---|------------------|--------------|
| ene | 24 al 28 Ene | (30 horas) |
| may | 23 al 27 May | (30 horas) |
| jul | 11 al 15 Jul | (30 horas) |
| oct | 31 Oct al 04 Nov | (30 horas) |

Aguascalientes

| Purchasing Management (The Foundation of Supply Management) | |
|---|-------------------------------------|
| jun | 16, 17, 18, 24, 25 Jun (30 horas) |

San Luis Potosi

| Purchasing Management (The Foundation of Supply Management) | |
|---|-------------------------------------|
| abr | 14, 15, 16, 29, 30 Abr (30 horas) |
| jul | 14, 15, 16 22, 23 Jul (30 horas) |

The Foundation of Supply Management

1. AN INTRODUCTION TO SUPPLY MANAGEMENT

- Foundations of Supply Management
- The Operational Importance of Supply Management
- The Future of Supply Management

2. DATA COLLECTION, ANALYSIS AND MANAGEMENT

- The Supply Management Transaction Process
- Implementing a Supply Strategy
- Budgeting for Supply Management
- Buying Strategies
- Supplier Financial Information
- Cost and Price Analysis

3. STRATEGIC COST MANAGEMENT

- Elements of Cost
- Total Cost of Ownership
- Cost Estimating
- Developing a Cost Management Program
- Identifying Savings Opportunities
- Types of Leasing Arrangements

4. THE SOURCING DECISION

- Sourcing Defined
- The Sourcing Decision
- A Decision-Making Approach to Identifying Sources
- Finding Suppliers That Strategically Align
- International Supply Chains and Sources
- Financial Issues in Sourcing Decisions

5. CONTRACTING

- The Basic Purchasing Process
- Solicitations for Contracting
- Contracts
- Types of Contracts

6. NEGOTIATION

- Establishing Negotiation Objectives
- Gathering Facts and Collecting Information
- Developing a Negotiation Plan
- Preparatory Groundwork
- Analysis of Supplier's and Supply Management's Positions
- Framing the Results of Analysis
 - BATNA
 - Negotiation Zone
- Conducting Negotiations
 - Negotiation Tactics

7. SUPPLIER MANAGEMENT AND DEVELOPMENT

- Supplier Selection
- Supplier Performance Appraisal
- Supplier Certification
- Supplier Development
- Early Supplier Involvement
- Value Analysis/Value Engineering

8. SUPPLIER RELATIONSHIP MANAGEMENT

- Managing Positive Relationships
- Contract Administration
- Establishing Partnerships and Strategic Alliances
- Supplier Diversity
- Supply Base Management
- Supply-Chain Management and Its Implications

9. SOCIAL AND LEGAL RESPONSIBILITIES OF SUPPLY MANAGEMENT PROFESSIONALS

- ISM™ and Social Responsibility
- Ethical Issues
- Issues of Agency, Authority and Liability
- The Supply Management Professional as a Socially Responsible Agent
- Applicable Laws and Regulations
- Management of Scrap and Surplus

10. INTERNATIONAL SOURCING ISSUES

- International Sourcing and Procurement Issues
- The Impact of Global Supply Management on Other Functions
- Transportation and Distribution Implications in International Sourcing
- Managing International Exchange Rate Risk
- International Countertrade: Linking Purchases to Markets

Con más de 250 Chapters en toda América del Norte. APICS esta siempre cerca de ti, con su amplia red de Chapters distribuidos en nuestro país.



Guadalajara Chapter

Tel. (33) 3627-4734

Fax (33) 3627-4736

www.apics.com.mx

Jalisco - Aguascalientes - San Luis Potosí - Colima - Nayarit



Contacto:

Cursos Abiertos:

Jalisco - Aguascalientes - San Luis Potosí - Colima - Nayarit

José T. López, CPIM

Oficina: (52) 33 3627-4734

Celular: () 33 1260-1180

jtlopez@apics.com.mx

About APICS The Association for Operations Management

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, serving nearly 33,000 members globally. The APICS education and certification programs are recognized worldwide as the standard of professional competence in production and inventory management, operations management, and supply chain management.

Join APICS to access local APICS chapters, networking opportunities, exclusive research reports, publications, and educational programs and products that create avenues for increased professional development and career growth, helping you meet the fast-changing demands of the workplace.