

# Purchasing Management

2010

*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 2010

### Guadalajara (Diario)

Purchasing Management (The Foundation of Supply Management)  
Jul 12 al 16 Jul 30  
3 PM a 9 PM

### Aguascalientes

Purchasing Management (The Foundation of Supply Management)  
May 06, 07, 08, 13, 14, 15 Mayo 30  
Jueves 5 a 9 PM  
Viernes 4 a 9 PM  
Sábados 8 a 2 PM



## 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



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