



LUMS

Rausing Executive
Development Centre

A photograph of a large, multi-story brick building with a curved facade, likely the Rausing Executive Development Centre at LUMS. The building is set against a clear blue sky. In the foreground, there are vibrant pink and purple flowers in a garden, with a tree branch and green leaves visible on the right side.

STRATEGIC PROCUREMENT MANAGEMENT

April 8 - 11, 2019

Suleman Dawood
School of Business

STRATEGIC PROCUREMENT MANAGEMENT

The **Strategic Procurement Management** program seeks to familiarize participants with the goal of aligning procurement unit functions with organizational priorities to develop integrated purchasing strategies and operations. In addition, the program seeks to expose challenges and decision frameworks in efficiently managing procurement process as well as interaction with internal and external stakeholders. In this way, the program is focused at understanding the larger picture of the organization and procurement's role in decision making at the middle to senior management level.

During the program, participants will be exposed to a spectrum of concepts, skills and techniques essential for alleviating the role of procurement leaders to achieve desired results.

PROGRAM BENEFITS

The Strategic Procurement Management program provides a unique opportunity for participants to reflect on their sourcing strategy and understand key challenges in its implementation. Over the four days participants will gain exposure on:

- Incorporating global & local best practices in procurement/purchasing
- Different operating models, challenges and determining role of procurement leader
- Building partnerships with suppliers for long term success
- Influencing the internal customer and managing conflicts
- Negotiating and influencing high performance relationships across the organization
- Organizing the process of large one-time procurements
- Develop schemes and benchmarks of measuring and improving procurement performance

Program Date:	April 8 - 11, 2019
Program Fee:	PKR 100,000
Residential Fee:	PKR 45,000
Venue:	LUMS, Lahore

WHO SHOULD ATTEND

The program is designed for senior procurement managers and executives who are responsible for leading and implementing procurement decisions organization wide.

COVERAGE

This program will cover techniques on how to optimize sourcing and understanding how procurement strategy contributes to organizational competitiveness. The program's topics are:

- Integration of organizational and procurement strategies
- Inter and intra-organizational structure of procurement unit
- Supplier selection and development
- Strategic purchasing and supplier integration
- Managing large one time procurement projects
- International procurements
- Procurement performance management
- Ethical implications in procurement

“A great learning experience with relevant case studies that will enable an individual to overcome day to day challenges in their respective organizations.”

Hassaan Ibrahim
Shafi Pvt. Ltd.

PROGRAM DIRECTORS

JAMSHED HASAN KHAN

Professor, Operations Management
PhD, University of Texas at Arlington
MBA, University of Texas at Arlington

Research Interests:

Supply Chain Management; Project Management; Productivity; Quality Management; Six Sigma and Developing a Customer Centric Culture

MUHAMMAD SHAKEEL SADIQ JAJJA

Assistant Professor, Operations and Innovation Management
PhD, Lahore University of Management Sciences

Research Interests:

Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management

PROGRAM FACULTY

ARIF IQBAL RANA

Associate Professor, Operations Management
PhD, Rensselaer Polytechnic Institute

Research Interests:

Project Management; Quality Management; Supply Chain Management; Scheduling & Transportation; Mathematical Modelling in Production; Family-Run Businesses; Retail Management

ZEHRA WAHEED

Assistant Professor, Operations Management
PhD, Heriot-Watt University, Edinburgh

Research Interests:

Relationship between facilities management and its impact on organizational value creation and the sustainable management of the built environment.

TERMS AND CONDITIONS

ADMISSION PROCESS

Applications will be screened with regard to their suitability for the program. Kindly ensure the submission of your online application by the deadline. Our online application form is available at <https://redc.lums.edu.pk/program-calendar>

**Seat in the program will be reserved on a first-come, first-served basis.*

PROGRAM FEE

The fee includes tuition cost, reading material, tea and lunch served during the program. If you wish to avail accommodation at LUMS, there will be additional fee. It includes accommodation, breakfasts and dinners for the duration of the program. However, any extra charges such as telephones, extra meals etc. should be paid on departure. You may check-in on the evening preceding the start date of the program and check out the morning after the program ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with attached bathroom is equipped with mini-fridge, writing desk and direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. *Please note we do not provide accommodation for drivers accompanying participants.*

PAYMENT

Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the program. Space in the program may only be ensured after we receive the fee.

Our preferred mode of payment is by cheque/banker's draft payable to Lahore University of Management Sciences. However, the program fee can also be paid via bank transfer. Please send the cheque to:

Marketing Manager
Rausing Executive Development Centre
Lahore University of Management Sciences
Opposite Sector "U", DHA, Lahore - 54792
Tel: +92-42-35608119-8243

** LUMS is a non-profit organization under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.*

DISCOUNT POLICY

If more than two executives from the same organization participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the program fee.

SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered course, we will accept a substitute until 2 working days before the program. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a program, please notify in writing or on call at least 5 working days before the program. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer deposited fee to any open enrollment program within 3 years. Transfers should be notified at least 5 working days before the program. In case the participant or sponsoring organization fails to utilize the funds within 3 years, the deposited fee will be forfeited.

Note: *REDC may cancel or postpone a program due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.*

In case of postponement, the fee may be transferred to the rescheduled offering of that program or any other program as an alternate to refund. The University reserves the right to make changes in its program policies and fees at any time.
