STRATEGIC PROCUREMENT MANAGEMENT

The *Strategic Procurement Management* programme seeks to familiarise participants with the goal of aligning procurement unit functions with organisational priorities to develop integrated purchasing strategies and operations. In addition, the programme 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 programme is focused at understanding the larger picture of the organisation and procurement’s role in decision making at the middle to senior management level.

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

PROGRAMME BENEFITS

The Strategic Procurement Management programme 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 organisation
- Organizing the process of large one-time procurements
- Develop schemes and benchmarks of measuring and improving procurement performance

WHO SHOULD ATTEND

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

COVERAGE

This programme will cover techniques on how to optimise sourcing and understanding how procurement strategy contributes to organisational competitiveness. The programme’s topics are:

- Integration of organisational and procurement strategies
- Inter and intra-organisational 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 organisations.”

Hassaan Ibrahim
Shafi Pvt. Ltd.

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

**PROGRAMME 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 organisational 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 programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at https://redc.lums.edu.pk/programme-calendar

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

PROGRAMME FEE
The fee includes tuition cost, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be additional fee. It includes accommodation, breakfasts and dinners for the duration of the programme. 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 programme and check out the morning after the programme 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 programme. Space in the programme 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 programme fee can also be paid via bank transfer. Please send the cheque to:

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

*LUMS is a non-profit organisation 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 organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme 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 programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. 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 enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme 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 programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.