



LUMS

Rausing Executive
Development Centre

REDX

Online Executive Education

STRATEGIC PROCUREMENT MANAGEMENT

LIVE Online Programme

November 17 - 20, 2020

STRATEGIC PROCUREMENT MANAGEMENT

LIVE Online Programme

Organisations are becoming increasingly complex and global thus requiring specialisation in all organisational functions. In the same spirit, the scope of and expectations from the procurement function in organisations has changed dramatically over the last decade.

The Strategic Procurement Management programme seeks to familiarise the 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 the challenges and decision frameworks in managing the procurement process as well as interaction with internal and external stakeholders, efficiently and effectively. In this way, the programme is focused on 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 COVERAGE

- Integration of organisational and procurement strategies
- Inter and intra organisational structure of the 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

LIVE VIRTUAL LEARNING FOR EXECUTIVES

The 4-day experiential programme is intelligently adapted to live virtual format imparting a brilliant mix of theoretical concepts, insights from practice, constructive tools and techniques in a highly interactive and engaged e-learning environment. The participants get direct access to LUMS faculty and engage with peers through interactive class discussions, simulations and group project work that helps reinforce learning and networking among the group.

Programme Date: November 17 - 20, 2020

Programme Fee: PKR 90,000

Duration: 4 Days

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 the role of a procurement leader
- Influencing the internal customer and managing conflicts
- Negotiating and influencing high-performance relationships across the organisation
- Building partnerships with suppliers for long term success
- Organising 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.

PROGRAMME DIRECTORS

JAMSHED HASAN KHAN

Professor

PhD, University of Texas at Arlington

Research Interests:

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

MUHAMMAD SHAKEEL SADIQ JAJJA

Associate Professor

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

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.*

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

** LUMS is a not-for-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 programme, 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.