



**LUMS**

Rausing Executive  
Development Centre

Suleman Dawood  
School of Business

# STRATEGIC PROCUREMENT MANAGEMENT

*OCTOBER 25 - 28, 2023*



# STRATEGIC PROCUREMENT MANAGEMENT

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

The Strategic Procurement Management programme seeks to familiarise the participants to align 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

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

<b>Programme Date:</b>	October 25 - 28, 2023
<b>Programme Fee:</b>	PKR 130,000
<b>Residential Fee:</b>	PKR 55,000 (Optional)
<b>Venue:</b>	Rausing Executive Development Centre, LUMS

## WHO SHOULD ATTEND

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

## 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
- Building partnerships with suppliers for long term success
- Influencing the internal customer and managing conflicts
- Negotiating and influencing high-performance relationships across the organisation
- Organising the process of large one-time procurements
- Develop schemes and benchmarks for measuring and improving procurement performance

## PROGRAMME DIRECTOR

### ***JAMSHED HASAN KHAN***

Professor Emeritus

PhD, The University of Texas at Arlington

#### ***Research Interests:***

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

## CO-PROGRAMME DIRECTOR

### ***USMAN KHALID***

Assistant Professor

PhD, University of Kassel, Germany

#### ***Research Interests:***

Sustainable Supply Chain Management; Supply Chain Relations Management; Procurement Management; Operations Management; Base of the Pyramid

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## TERMS AND CONDITIONS

### ADMISSION PROCESS

Applications will be screened with regard to the suitability of the individual participant profile 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 costs, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an 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 an attached bathroom is equipped with a mini-fridge, writing desk and a 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 email/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. Payment can be made directly through:

- Debit/credit card by visiting <https://pay.lums.edu.pk>. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank- Limited (UBL) branch against the programme voucher.
- 1BILL payment option available on online/mobile/internet banking payment portals where Invoice/Voucher payment option can be found.
  - Please enter the assigned six-digits 1BILL LUMS identifier (prefix) followed by 13-digit voucher # to fetch bill details i.e. 1058674001802223140

However, the programme fee can also be paid via bank transfer. If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing  
Rausing Executive Development Centre  
Lahore University of Management Sciences  
Opposite Sector 'U', DHA Lahore Cantt Pakistan  
(+92 42 3560 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 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, the course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer the 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, the university will refund the 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 alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any time.*

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