



Procure

new skills



Procurement and Supply Skills Training Portfolio

DELIVERED BY CIPS FOR BUSINESS

Strategic Sourcing

 14 HRS

Is it right for me?

Are you fully effective in your sourcing processes? Do you set and implement procurement strategies? This interactive two-day training course will provide you with the knowledge and skills to develop and improve your sourcing strategy throughout the procurement cycle.

What will I learn?

As part of this course, you will have access to pre and post work activities online to help you prepare and reflect on your training. Using the procurement cycle as the structure for the course, we will explore stakeholder engagement at each stage of the cycle. You will learn how to develop effective specifications in the sourcing process. We will explain techniques for market analysis. You will learn how to develop and apply appropriate selection and award criteria to evaluate supplier proposals. The course does not cover tactical level aspects, such as how to produce tendering documentation. The key 'take away' is the capability to develop an appropriate sourcing plan for categories of spend within your organisation.

What are the learning objectives?

By the end of this course, you will be able to:

- Influence the development of needs and specifications
- Ensure that the design and performance of specifications will avoid unnecessary costs
- Assess the sourcing options and routes to market for supplies of products or services
- Develop and apply appropriate selection and award criteria
- Evaluate supplier proposals to ensure value for money outcomes

STRATEGIC SOURCING

Agenda Day 1

Online pre-work should be completed before day 1

The virtual room will open 15 minutes before your session

Introductions and Aspirations followed by a discussion on pre-work activities

Session 1

Introducing the procurement cycle

Session 2

Defining needs and specifications

Session 3

Analysis of the current situation

Session 4

Key tools for strategic sourcing

Review of Day 1

Agenda Day 2

Online reflective learning should be completed before day 2

The virtual room will open 15 minutes before your session

Session 5

Make vs Buy

Session 6

Sourcing options

Session 7

Selection criteria

Session 8

Award criteria

Review of Day 1 and 2

What's Next?

Spot on training

A man with a beard and short hair, wearing a blue shirt and a dark blue sweater, is shown in profile looking towards the right. He is centered within a glowing white circle that is part of the 'Spot on' text.

About CIPS, the Chartered Institute of Procurement & Supply

The professional body

CIPS, a not-for-profit organisation that exists for the public good, is the voice of the profession, promoting and developing high standards of skill, ability and integrity among procurement and supply chain professionals.

Quality guaranteed

Our qualifications are recognised by OFQUAL in England and regulators in various countries, demonstrating that they meet specific quality standards.

The Global Standard

CIPS Global Standard in Procurement and Supply, which is freely available, sets the benchmark for what good looks like in the profession.

A commercial organisation

CIPS helps governments, development agencies, and businesses around the world to excel in procurement and supply, supporting them to improve and deliver results and raise standards.