



# Procure

new skills



## **Procurement and Supply Skills Training Portfolio**

DELIVERED BY CIPS FOR BUSINESS

# Strategic Transformation

 14 HRS

## Is it right for me?

It is essential for procurement and supply to adopt a strategic role in the organisation contributing to the development of markets and strategies influencing the business priorities and sources of competitive advantage thereby making a significant contribution to overall success. This course will equip you with the necessary knowledge and strategic analysis skills to be able to use creativity in strategic transformation management, deal with complex issues and make sound judgements in the absence of complete data

## 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, including appropriate pre-reading and preparation work to help them get the best out of the 2 days virtual learning. You'll learn how to work collaboratively with senior colleagues on the development and implementation of business and corporate strategies. You'll explore market changes and learn techniques for critically assessing the impact of these on your supply chains. You'll also look at global sourcing approaches and how to promote and influence the design of your global supply chains.

## What are the learning objectives?

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

- Develop and implement business and supply chain strategies
- Understand and assess the characteristics of the markets in which your organisation operates
- Create strategic transformation plans which are fit for purpose
- Use some key tools and techniques to facilitate the choice, implementation, and evaluation of strategic sourcing scenarios

## STRATEGIC TRANSFORMATION

### 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

Appraise different levels of strategy in organisations that impact on the supply chain

- Evaluate the key tools and techniques used to develop

#### Session 2

Evaluate the different approaches and techniques used to implement business, corporate and supply chain strategies

#### Session 3

Evaluate the tools and techniques used to gather business intelligence that provides an understanding of the markets that an organisation operates

- Assess the market and market conditions that an organisation operates and contrast the different approaches that can be developed to pursue and appropriate business development strategy

#### Session 4

Evaluate the appropriateness of a business development strategy

### 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

Evaluate the challenges faced by the organisation and its supply chains

- Critically assess pricing and competitive behaviour undertaken by organisations in the supply chain

#### Session 6

Critically assess the divergence of strategies undertaken by organisations in the supply chain

- Evaluate opportunities for using global supply chain strategies

#### Session 7

Appraise a detailed supply chain Strategy that delivers on the aim of the strategic plan

### 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 to the right. He is positioned in front of a glowing white circle that serves as a backdrop for the word 'on' in the main title.

## 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.