

Emerging Business

Purchasing, Procurement & Sourcing Program

Curriculum

Program Outline :

Module 1: Fundamentals of Purchasing, Procurement & Sourcing

- **Introduction to Purchasing and Procurement:** Understanding the role and importance of purchasing in organizations.
- **Sourcing Strategies:** Developing strategies for effective sourcing and supplier selection.
- **Supplier Evaluation and Management:** Techniques for evaluating and managing supplier relationships.
- **Purchase Order Management:** Managing the purchase order process from requisition to close-out.

Module 2: Advanced Purchasing, Procurement & Sourcing

- **Strategic Supply Management:** Advanced strategies for optimizing supply chain operations and achieving cost savings.
- **Supply Base Management:** Techniques for managing and developing supplier relationships to ensure reliability and performance.
- **Global Supply Chain Management:** Understanding the complexities of managing procurement and logistics on a global scale.
- **Risk Management:** Identifying and mitigating risks in the supply chain to ensure continuity and resilience.

Module 3: Practical Applications

- **Supplier Relationship Management:** Techniques for building and maintaining effective relationships with suppliers to ensure quality, reliability, and performance.
- **Spend Analysis and Cost Reduction:** Using data analytics to analyze spending patterns, identify cost-saving opportunities, and optimize procurement processes.
- **E-Procurement Solutions:** Implementing and utilizing electronic procurement systems to streamline purchasing activities and improve efficiency.
- **Contract Administration:** Managing contract lifecycle activities, including drafting, negotiation, execution, and compliance monitoring.

Module 4: Capstone Project

· **Supplier Relationship Management Plan:**

Identify and select key suppliers.

Develop a framework for building and maintaining effective supplier relationships.

Implement performance metrics to evaluate supplier reliability and quality.

· **Spend Analysis and Cost Reduction Strategy:**

Conduct a detailed spend analysis to identify areas for cost savings.

Develop and propose cost reduction initiatives.

Use data analytics tools to track spending patterns and measure the effectiveness of cost-saving measures.

· **E-Procurement Implementation:**

Research and recommend suitable e-procurement solutions for the organization.

Develop an implementation plan, including timeline and resources

Train relevant stakeholders on using the e-procurement system

Elective Module

· **Advanced Data Analytics for Procurement:**

Employ advanced data analytics tools and techniques to gain insights.

Utilize predictive analytics to forecast future demand and supply trends.

Present procurement performance metrics using data visualization.

· **Innovation and Technology in Procurement:**

Implement emerging technologies like blockchain, IoT, and AI in procurement.

Study case examples on technology-driven transformation of procurement processes.

Build digital procurement capabilities within organizations.

· **Sustainable Procurement Practices:**

Analyze sustainable sourcing strategies and their environmental and social impact.

Develop criteria for evaluating suppliers based on their sustainability practices.

Create and promote sustainable supply chains.

· **Global Trade and International Logistics:**

Manage international trade regulations and ensure compliance.

Optimize global logistics and transportation management.

Develop strategies for mitigating risks in international supply chains.

Websites:

- <https://chools.in/>
- <https://ramaqchools.com/>
- <https://www.choolsgroup.com/>