

# STRATEGIC PROCUREMENT LEADERSHIP PROGRAMME

## CORE STRUCTURE 2025-26

### 1. Procurement leadership

Procurement leadership v management  
Procurement had a good COVID  
- how to leverage success?  
Current Procurement trends ... and which matter?  
The Procurement Maturity Curve & ROSMA  
The "Bow-Tie" diagram of procurement effort v reward  
7 habits of highly effective procurement leaders

### 2. Strategic procurement & risk management

Managing the global sourcing polycrisis  
Supplier base management  
The Karljic Matrix - the foundation of it all  
China  
Network optimisation & reducing the total cost to serve  
Risk management from the supply side

### 3. The business case for SRM

SRM as strategy  
Saving small suppliers & supplier development  
Supply chain finance can work  
Who is really supplying you?  
Selling to your suppliers  
-the value of being a customer of choice

### 4. Buying during inflationary times

the effects of inflation today ... in 150 countries  
Mitigating inflationary effects  
Managing price increase effects

### 5. Delivering value beyond savings

What is VALUE for your organisation?  
Driving competitive advantage from procurement  
Generating revenue from the supply side  
Stakeholder management and maverick spenders  
The user service-v-corporate risk "See-Saw"  
How Google do procurement

### 6. ESG - making it real

The SDG's the Global Compact and materiality  
The Top 9 ESG priorities for the supply side  
Circular Sourcing  
Procurement Governance  
The Golden Slide BUSINESS CASE  
for ESG on the supply side

### 7. Goal alignment - the secret to it all?

Aligning procurement to your organisational goals  
The Procurement Elevator Test  
Fitting into your corporate culture  
360 degree alignment

### 8. Tracking UP your INBOUND supply chain

The business case for tracking UP your supply side  
Supply chain visibility - Twin issues: data and trust  
Subscribing for help ... from whom and why?  
The chain of responsibility in Australia

### 9. Supply chain management & the BIG question

Q: Where's my stuff?  
Hear, near or far - a strategic say in your inbound supply strategy  
New competitive realities  
- its supply-chains that compete, not firms  
The supply chain, logistics and freight sector

### 10. Managing downstream drama

Contract management- today and tomorrow  
Aligning contract mgt styles  
New contracting procurement management  
- 10 reasons they often fail

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### 11. Building procurement capability

- Procurement people
- Procurement process
- Procurement Technology
- Spend Analysis
- The role of AI in procurement

### 12. Agile Procurement - part of the answer

- What is it exactly?
- How does it work, exactly?
- The APA case study

### 13. Category Management - is it really working?

- What is category management today?
- What was it in the past?
- Bringing consumer benefits
- Is it really working for you?

### 14. How to make sourcing strategic

- The limitations of tendering & evaluation
- Matching buying & selling strategy
- Negotiation tips- and negotiation in future
- TCO in practice.

*NB: Not all segments run in all courses*

