

# STRATEGIC PROCUREMENT LEADERSHIP



## MASTERCLASS TRAINING 2024-25

*with Jonathan Dutton FCIPS*

**PASA**

RECENTLY  
RE-STRUCTURED  
AND FULLY REVISED  
FOR POST-COVID ERA

JOIN an OPEN PUBLIC COURSE ONLINE 7-9 AUG or 6-8 DEC 2024  
Book directly with PASA at [www.procurementandsupply.com](http://www.procurementandsupply.com)

Or, RUN an IN-HOUSE COURSE FOR YOUR WHOLE TEAM – one or two days live on-site  
Enquire directly with JD at [jd@jdconsultancy.com.au](mailto:jd@jdconsultancy.com.au)

# THE STRATEGIC PROCUREMENT LEADERSHIP TRAINING SUITE

This programme of FLEXIBLE TRAINING OPTIONS addresses the most important questions facing modern procurement leaders. It is available as ONE-DAY or TWO-DAY options LIVE in the room – or split over two, three or four mornings ONLINE – both publicly and privately.

Each segment of the day coaches participants through a strategic perspective on the key challenges facing procurement teams today whether they are large or small, direct or indirect.

## KEY THEMES IN THE PROGRAMME:

- Defines directly the major questions facing the procurement profession today,
- Looks at genuinely strategic solutions to these issues, and how others do it ...
- Considers how Procurement responded to the COVID-19 crisis and the lessons it offers,
- Addresses why strategic sourcing from Australia & New Zealand is more difficult,
- Takes a glimpse at the sales professional's view of buyers, and why it matters,
- Considers how Procurement can align with your Marketing strategy - a unique element
- Discusses the most acute management challenges facing procurement this year

## BY THE END OF THE PROGRAMME YOU WILL:

1. Understand the context & complexity within which modern strategic procurement has to deliver and meet stakeholder needs - especially those post-Covid pandemic
2. Determine quickly the difference between procurement leadership and management, and WHY it matters
3. Grasp thoroughly the essentials and the mindset of a strategic approach to procurement
4. Confidently manage suppliers and colleagues through a more strategic procurement process; during a polycrisis
5. Utilise a core range of strategic procurement tools, techniques and approaches to suit your situation
6. Develop the true role of procurement for your organisation and take a more strategic and balanced approach that is right for your organisation ...



# THE CONTENT

This workshop includes recent eclectic contributions to international thought leadership in the profession fused with established procurement theory and real-life examples from numerous case studies.

Throughout the programme, you can compare a genuinely strategic approach to a developed but still transactional procurement effort.

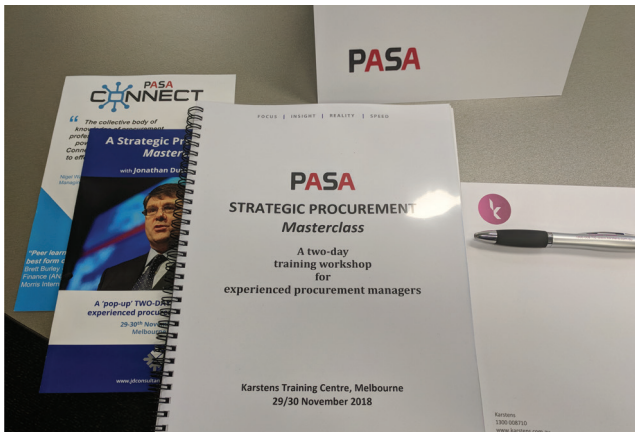
Participants will gain a thorough vision of what STRATEGIC procurement looks like today in leading organisations, through the lens of many examples of best practices harvested from all around the world,

Importantly, participants will also get to consider the lessons of the Covid-19 pandemic for the supply side, and how to both manage the consequences now and mitigate risks for the future.

# THE PARTICIPANTS

This programme is designed for experienced procurement managers working to take their next step into a leadership role as well as experienced category managers, analysts and practicing procurement professionals. Some procurement knowledge is assumed.

*It offers an intermediate level training & coaching approach to help you take the next step from transactional procurement to a more proactive approach and strategic mindset.*



**“Lift your thinking from the transactional to the strategic in less than two days”**



# WHAT PREVIOUS ATTENDEES HAVE SAID:

*I went into the course with a relatively low expectation of receiving mountains of theory and not so many practical examples.*

*To my absolute delight I found Jonathan's delivery to be extremely energetic. His ability to call on practical examples for almost every scenario discussed was outstanding.*

*The examples were very real and stretched across many industries, scenarios and often strayed well beyond his own personal experiences."*

## **Group Procurement**

Mgr Major Australian Corporation

*"Engaging, enjoyable and informative with real-life, current examples.*

***In my 30+ years as a procurement professional I've attended many courses and workshops. This one ranks up there with the best***

*JD's style challenged as well as informed and created genuine participation and debate from the course members."*

## **Phil Partridge**

Procurement Manager Electrix

*"The course was absolutely fantastic and Jonathan was a breath of fresh air, especially his knowledge & personal experiences he shared with us.*

***I took away so much from the course I would recommend it to anyone in my field."***

## **Arvind Mistry**

Purchasing Co-ordinator Genea



SEE MORE TESTIMONIALS AT:  
<https://www.jdconsultancy.com.au>



# PAST ATTENDEES

*Around 1,000 past attendees of JD's training programmes have included executives from well over 100 organisations such as;*

Rio Tinto  
BHP Billiton  
CBA  
Aldi  
Novartis  
Foxtel  
Yan Coal  
Petronas  
Oil Search  
Bluescope  
GM Holden  
EY  
PWC  
Cochlear  
Parmalat  
Monash University  
Bureau Veritas  
Dept Justice VIC GOVT  
Rheem  
Genea  
Dept of Defence  
TAL

Bethanie Group  
TNT Australia  
Ramsay Health  
LEMC  
Fisher & Paykel  
HPV  
QLD Health  
Gold Coast Health  
Asciano  
VIC Govt DEECD  
LGP NSW  
Jemena  
Nufarm  
University of Otago  
Dept of Health NSW  
SA Health  
Primary Care Network  
DFAT  
SITA  
GWF  
Total Oil & Petroleum  
Dept of Transport QLD

Nexans Olex  
PowerCor  
AusNET  
TransGRID Flight Centre  
WALGA  
SLV VIC GOVT  
Deakin University  
RMIT University  
DELWP VIC GOVT  
PowerCor  
Rheinmetall  
Workcover QLD  
AngliaCare  
Jeddah Healthcare  
Schneider Electric  
Bahrain Oil  
QLD Health (MNP)  
Ego Pharma  
RAAFA  
Essel Group  
First Abu Dhabi Bank  
Wilmar Sugar

WALGA  
University of Otago  
Sydney Catchment  
Newcastle Bldg Society  
JPMC Hospitals Brunei  
DTF Morocco Govt  
Brunei Oil Corp  
Doha Hospital  
BioCon  
Sharjah CC  
Hanson  
EGO Pharma  
VIC State Library  
RAAFA  
LG Electronics  
Evolution Mining  
Todae Solar  
JTC Singapore  
Air New Zealand

*... and many others.*



# STRATEGIC PROCUREMENT LEADERSHIP PROGRAMME

## CORE STRUCTURE 2024-25

### 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?  
Near, 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

*NB: Not all segments run in all courses*



# STRATEGIC PROCUREMENT LEADERSHIP PROGRAMME

## CORE STRUCTURE 2024-25

### 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. Strategic Sourcing in practice

- 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*



# THE WORKSHOP FORMAT

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**This one-day workshop offers a busy and challenging eight hours CPD ... and the CORE two-day programme offers 16 hours CPD held LIVE in person in the training room. An online version offers 12 hours content over three mornings via zoom.**

Each format of this training programme addresses key selected elements from the programme to fit delegates best aggregate needs of the group based entirely around the key challenges facing procurement leaders TODAY and the potential solutions that may be right for your organization? Each format also offers regular breaks, real

With numerous real-world CASE STUDIES and examples (almost 50 in the full version of the programme), current global thought-leadership is harvested for the benefit of participants and a library of over 25 PDF handouts is shared with all delegates for further reading offering deep-dive learning for those interested or keen for more on any single topic.

Learning devices include the handouts, full PowerPoint deck in PDF for participants, individual and group exercises, polling, energizers, group discussions, a quiz or two and occasional procurement jokes.

## HOW TO BOOK

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### **For Public Programmes**

BOTH LIVE online and LIVE in the room go to the PASA website at <https://procurementandsupply.com/product/strategic-procurement-leadership-programme/>

### **Or for More Information**

and also to book for PUBLIC PROGRAMMES go to the JDC website at <https://www.jdconsultancy.com.au/training>

### **For Private Training Courses**

please enquire with JD directly at [jd@jdconsultancy.com.au](mailto:jd@jdconsultancy.com.au) or **call JD in Melbourne anytime on (+61) 0404-452861**  
And just ask about formats, content, availability and price



# BUILDING STRATEGIC CAPABILITY

## JD'S TRAINING BACKGROUND

Jonathan Dutton FCIPS has developed and delivered training courses throughout his career of over 30 years. Particularly he has developed & delivered innovative and leading-edge material for both procurement professionals and sales teams alike – sometimes both at the same time, such as ‘The Training Sales Simulator’ he developed for the QANTAS sales team back in the 1990s.

### **CIPSA**

Jonathan devised, planned and launched from scratch the CIPSA Training business whilst he was CEO between 2004-13 – a business delivering over 250 training days a year at its peak, as the largest provider of public procurement training in Australia, plus the full MCIPS assessed programme. As the CEO of PASA he led their conferences, events & training programmes for over 3 years 2020-23 and still remains their chief content creator and inspiration for PASA CONNECT

### **Training Design**

Since 2013, Jonathan has personally developed and delivered several different training programmes for over 1,000 attendees in total. These programmes include private training programmes for organisations such as Holden, DFAT, Victorian & QLD Govts, SA Health, AusNet, Fisher & Paykel NZ, Supply Clusters and across six countries.



### **Strategic Procurement**

By far the most successful programme is the original two-day STRATEGIC PROCUREMENT LEADERSHIP workshop (herein) for procurement managers delivered some 50 times by end 2023 and updated each time – twice substantially – including in DEC 2023. The programme includes the latest thinking, best practices, recent research mapped to standard and non-standard theory.

### **Previous Attendees**

Around 1,000 previous attendees have included executives from organisations such as Rio Tinto, BHP Billiton, Telstra, Novartis, Foxtel, most state govts, Petronas, Oil Search, Bluescope, EY, PWC and many, many others.

### **JD Approach**

JD has gained a reputation for engaging presentation work built on real substance and great content, using a wealth of real examples and case studies, delivered in a vibrant, informative and interactive way with real passion, gentle irony and dry humour.

**MORE ABOUT JONATHAN DUTTON FCIPS AND HIS TRAINING CREDENTIALS ARE AT [www.jdconsultancy.com.au/training](http://www.jdconsultancy.com.au/training)**



## TERMS AND CONDITIONS

**This programme is delivered through JD Consultancy Pty Ltd (JDC) by Jonathan Dutton FCIPS personally.**

**Workshop Agenda** – JDC reserve the right to alter or amend the programme without notice to delegates.

**Public courses** – are offered for certain dates but will only run if sufficient delegates book and make it viable – which is most times fortunately. Dates for all courses are subject to change by JDC at all times.

**Attendance** – delegates are required to pay in advance by invoice, direct EFT transfer or by credit card with Australian GST charged at the prevailing rate. Delegates unpaid before the course start date may not attend. Card surcharges apply.

**Cancellation Terms** – Any cancellations must be received in writing/email at least 14 working days prior to the start of the course. An admin charge of \$200 will apply. No refunds will be given after this date. Substitutions are allowed at any time.

**Communications** – By registering for this event you agree to receive email communications from JDC and/or BTTB Marketing Pty Ltd T/as PASA. If you have previously unsubscribed from our systems then we will need to reactivate your email address in order for you to receive communications relevant to the event. Delegates must offer a valid email address & preferably mobile number. For online courses a suitable computer device is required and access to ZOOM.

**Copyright** – JDC retain copyright on all their original material and respect the sources and rights of others' IP delivered within the programme. No material may be copied or distributed by delegates without JDC prior permission. All rights are reserved. No recordings allowed.

