



# MASTER CLASS PROCUREMENT SPECIALIST BME™

**JOIN THE MASTER CLASS PROCUREMENT SPECIALIST TO KICK-START YOUR CAREER IN PURCHASING!**

Certified Master Class Procurement Specialists are responsible for a company's purchasing and logistical processes. This includes tasks like the procurement of marketing services, the negotiation and conclusion of contracts as well as the development and implementation of logistical concepts within the business. To meet the increasing demand for in-service training and practical needs, the Federal Association Supply Chain Management, Purchasing and Logistics (BME Germany) has developed a modular concept. The course consists of two modules that cover a variety of topics. Upon completion of this course each participant will receive BME certificate.

**TARGET GROUP:** Newcomers to procurement functions with basic business knowledge. New buyers in a material group management organisation. Buyers in cross-functional/project roles

**TEACHING METHODS:** Lectures, group discussion, case studies, group work

## MODULE 1 (5 DAYS)

### UNIT 1:

Principles of Procurement and Supply Chain Management

- › Introduction, perspectives and evolution of procurement
- › Procurement politics and objectives
- › Fundamentals of strategy development
- › Organisational aspects of today's procurement functions
- › Core competencies of purchasing employees today and in the future
- › Fundamentals of logistics and quality management basics
- › Cost of quality and overview of key procurement levers
- › Procurement's role in specification management

### UNIT 2:

Operational Procurement as Inventory Management, Planning and Replenishment

- › Definition of operational, tactical and strategic procurement
- › Roles and responsibilities associated with replenishment function
- › Inventory classification and costs of inventory management
- › Inventory performance measures
- › Forecasting processes and Just-in-time principle
- › Kanban, C-parts replenishment, push and pull inventories

## MODULE 2 (5 DAYS)

### UNIT 3:

Cost Accounting, Price Analysis and Performance Controlling

- › Definitions of cost terms and objectives
- › Direct and indirect costs, opportunity costs, job costing and process costing principles
- › Cost allocation, variable and absorption costing
- › Manufacture or buy decision and activity based costing
- › Net present value concept, internal rate of return and pay back costing
- › Budget process, managing price variances, standard pricing and target costing
- › Value and price analysis based on profit margins

### UNIT 4:

Strategic and Tactical Sourcing, Tools and Methods

- › Procurement strategy definition, development and implementation
- › Material group management
- › Procurement instruments identification and allocation and portfolio analysis
- › Supplier evaluation, supplier selection, supplier integration, supplier development, supplier classification and supply market research
- › Porter's five forces model, internal demand management, RFI and RFQ process and bid analysis

## CORPORATE DISCOUNT

Benefit from a 25% discount on your second booking and 50% discount on additional bookings thereafter.

## ALSO AVAILABLE AS IN-HOUSE TRAINING

The BME-MCPS is also available as a specifically tailored in-house training which can be held at any of your global and local branch offices.



- + Increase of your purchasing performance in 10 days
- + Interactive sessions
- + Small group of participants
- + Gain new ideas and inspiration
- + Applicable to daily work
- + Deep insight into relevant procurement functions
- + Benefit from the practical knowledge of our trainers
- + Internationally recognised certificate



Upon request



**4,995** EUR plus 19% VAT

The course fee includes: handouts, coffee breaks in the morning and afternoon, lunch and refreshments.