

Master Class Procurement Specialist BME™

NEW!

Join the Master Class Procurement Specialist to kick-start your career in purchasing!

Certified Master Class Procurement Specialists control and dispose purchasing and logistical processes. They carry out the purchase marketing, create relationships with suppliers, negotiate and finalise contracts. They develop logistical concepts and implement them in the company. They also execute controlling and quality management in purchasing and logistics.

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 for these tasks. Two modules are covering the fields of procurement principles and supply chain interfaces, operational procurement as inventory management, planning and replenishment, cost accounting, price & value analysis and performance controlling, strategic and tactical procurement and fundamental tools and methods.

After completing this course with an exam, each participant receives a certificate from BME.



MODULE 1 (5 DAYS)

Unit 1:

Principles of Procurement and Supply Chain Management

- Introduction to the BME-MCPS course
- Perspectives and evolution of procurement
- Procurement as a supply chain function
- Procurement politics and objectives
- Fundamentals of strategy development
- External and internal influences on procurement
- Organisational aspects of today's procurement functions
- Core competencies of purchasing employees today and in the future
- Fundamentals of logistics
- Quality management basics
- Cost of quality
- Overview of key procurement levers
- Procurement and supplier manual
- Procurement's role in specification management
- The value added by procurement

Unit 2:

Operational Procurement as Inventory Management, Planning and Replenishment

- Definition of operational, tactical and strategic procurement
- Objectives of inventory management
- Roles and responsibilities associated with replenishment function
- Conflicts of interest with stakeholders
- Inventory classification
- Costs of inventory management
- Inventory performance measures
- Forecasting processes
- 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
- Make or buy decision
- Activity based costing
- Costs plus pricing, pricing policies
- Net present value concept
- Internal rate of return
- Pay back costing
- Budget process, managing price variances, standard costs, transfer pricing
- Target costing, life cycle costing
- Value analysis, 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
- Portfolio analysis
- Supplier evaluation, supplier selection, supplier integration, supplier development, supplier classification, supply market research
- Porter's five forces model, internal demand management, RFI and RFQ process, bid analysis, linear price programming

GENERAL INFORMATION

Dates:

Bucharest (Romania)

Module 1: 11.09. – 15.09.2017

Module 2: 18.09. – 22.09.2017

Frankfurt

coming soon

Registration Fee:

€ 4,995 plus 19% VAT

early booking discount of € 500 until 31st may 2017

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

Target Group:

Newcomers to procurement function with basic business knowledge

- Candidates on a lateral move into a procurement role
- New buyers in a material group management organization
- Buyers in cross-functional/project roles

Teaching Methods:

Lectures, group discussion, case studies, group work

Contact:

Andreas Hermann

Head of Certified Courses and inhouse qualifications

Phone: +49 69 30838-207

eMail: andreas.hermann@bme.de

YOUR BENEFITS:

- ✓ Increase of your purchasing performance in 10 days
- ✓ Interaction and dialogue
- ✓ Small group of participants
- ✓ Exam directly on site
- ✓ Ready to go with new ideas and inspiration
- ✓ Applicable to daily work
- ✓ Deep insight to relevant procurement functions
- ✓ Benefit from the practical knowledge of our trainers
- ✓ With internationally recognised certificate

Qualified people achieve qualified results - Master Class Procurement Specialist BME™

The BME Master Class Procurement Specialist BME™ (BME-MCPS) is part of the international activities of the BME. Establishing connections between countries and companies in Central Eastern Europe (CEE) has been one of the key tasks for the last years. Again in 2017 BME organises several B2B-Events, B2B-Congresses, Seminars and Expert councils focusing also Eastern Europe.

As one of the leading associations we understand how important qualification of personnel is. Since 2000 BME qualified more than 225,000 procurement and supply chain experts. We have been made aware by our members that there is an unfulfilled need for premium qualification of personnel in CEE.

That's why BME offers BME-MCPS. The course offers top-quality content using latest research and input from high-achieving practitioners. Participants receive a highly-regarded BME-certificate.

The BME-MCPS is also available via in-house training or in other countries. Ask for BME-MCPS certifications at your company for your personnel or in your CEE country (i.e. Russia, Czech Republic, Bulgaria or Western Balkan) or at any of your global branch offices.

More Information about BME International – www.bme.de/en

Or contact:

Olaf Holzgrefe

Head of International & Affairs

Phone: +49 69 30838-343

eMail: olaf.holzgrefe@bme.de