

# **FORE School of Management**

## **Management Development Programme on Effective Purchasing November 17-18, 2011, FSM Campus, New Delhi**

### **Backdrop**

Effective Purchasing is important for any enterprise – manufacturing or service, public or private. Over the last few decades, the nature of this function has radically changed from just buying cheap to procuring right. From being just a support function it has matured into a profit centre that plays a strategic role in achievement of organizational objectives.

With this backdrop, we at FORE have specially designed this two-days programme to highlight the changed role of the Procurement function and in the modern operations and the immense potential Right Purchasing offers to the enterprise in improving its operational performance. Purchasing today is not just a support activity but binds together all the organs of the enterprise namely manufacturing, operations, services, finance, stores besides the suppliers and customers.

### **Objectives**

- To understand the changing role of purchase function.
- To learn the contemporary tools related to the procurement function.
- To appreciate that purchasing today is a strategic management tool.
- To be able to measure the effectiveness of the existing purchase function.

### **Contents**

- Purchasing – A Profession in transition
- Purchasing Organization
- Source identification, development and evaluation
- Reverse auction and e-purchasing
- International procurement
- Contract management
- Purchasing – A Profit Centre

### **Methodology**

Training will be delivered through the use of interactive methods. These will include:

- Case studies
- Interactive exercises
- Experience sharing
- Conceptual presentations

### **Who may attend**

Decision makers, Senior and Middle level managers from cross-functional areas would benefit from this programme.