



## Strategic Sourcing

My customers use sourcing approaches in dealing with me. What are the strategies I can use to effectively source my components and services? What low-cost technologies can I apply to improve my ability to source material and supplies?

### Overview:

This course addresses how purchasing departments source products and services with the new technologies and systems available in the 21<sup>st</sup> century. Participants will learn various skills and attributes needed in today's purchasing world.

### Session Objectives:

- Learn negotiation skills that can be applied in all facets of life
- Develop an understanding of the demands placed on purchasing and supply chain managers by business stakeholders
- Assess the impact of purchasing and supply chain management on an organization's competitive success and profitability
- Develop an awareness of the ethical, contractual, and legal issues faced by purchasing and supply chain professionals

### Who should attend:

Materials Managers, Purchasing Managers and Senior Buyers, Supplier Quality Leaders, Production and Material Control Leaders or anyone having responsibility or playing a significant role in managing or improving the company's suppliers