

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
AIM2052	Inventory Management Best Practices and Improving Work Processes	The objective of the program is to empower the participant to understand inventory management functions and gain capability to make significant qualitative and quantitative improvements in his job and department by a thorough understanding of all aspects of Inventory Management and Improvement Methodologies., This program also covers Inventory Management related aspects of Best Business Practices, International Management Standards, E-Inventory, E-Procurement and Just-in-Time., Material Requisitioning, Issue of Materials, Material Receiving, Surplus Material Processes, Damaged Material Process, Customer Complaint Management Process, Feedback Process, Back Charging Process, End of Project Inventory Process, Continuous Improvement, Staff Development Process, Periodic Inventory Verification Process, Monitoring & Control of Stock Process, Analysis for Inventory Reduction Strategies Process, Periodic Inventory Inspection Process, Periodic Storage Analysis Process, Defective & Expired Inventory Process, Inspection before Delivery Process, Analysis of Sampling Techniques Process, Safety Review Process, Delivery Process, After Delivery Process, Warranty Requisition & Delivery Process, Document Control Process, Interfacing with Customer Processes, Annual Budgeting Process, Surplus Material Analysis Process, Inventory Performance Report, Inventory Employee Evaluation Process, Inventory Strategic Plan Process. Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
AIM2082	Advanced Inventory Management	This program provides you the Skills to effectively Manage Inventory Management Section with particular Attention towards Maintaining Safety Stock, Asset Management and Safety Management., At the end of the program the participant will prepare an action plan to implement the best practices discussed during the program., Understand the Inventory Processes, Advanced Issues in Inventory Management, Safety Stock Management, Asset Management, Warehouse Safety Management, Understand the Good Practices, Laws and Standards, Understand the Methodology to Improve the Inventory Processes, Improving Inventory Customer Experience (Internal & External), Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
AIM4012	Implementing Good and Best Practices for	This is a step-by-step approach to Understanding for how to Design, Implement & Manage a Customer Centered Inventory Management System., Participant will learn about the Good and Best Practices that lead to Meeting & Exceeding Internal & External Customer Expectations., Understanding the

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
	Customer Centered Inventory Management	Inventory Customer Expectations , Understanding How Customer Evaluates Inventory Performance, Aligning Customer Service with Organizational Strategy, Planning & Organizing for Customer Satisfaction, Inventory Procedures & Work Instructions for Customer Service, Coaching Inventory Staff for Customer Service, How to Motivate Staff towards Customer Service Excellence , Leveraging Existing Resources to Meet Customer Expectations, Creating Customer Service Leadership, Ideas for Exceeding Inventory Customer Expectations, Internal Assessment of Customer Satisfaction? A Reality Check, Reporting Inventory Customer Satisfaction Data, Step by Step Implementation Plan for Customer Oriented Inventory, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
BPP5002	Best Practices in Oil and Gas Procurement	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
BPP7002	Procurement Management Business Skills and Best Practices	This program helps you to aligning Procurement Objectives with Organizational Mission, Vision, Strategic Objectives or Quality Policies., Help the participant gain multi-discipline understanding of the Procurement Process so that he can incorporate the needs and expectations of all stakeholders and all his customers, in his improvement proposals and actions, Aligning Procurement Objectives with Organizational Mission, Vision, Strategic Objectives or Quality Policies., Understanding the Organizational Objectives, Strategic Procurement Policy, Procurement Business Environment, Procurement Business Processes, Selecting Technology including IT for Procurement Dept, Customer Centric Management, Leadership Activities, Good Practices for Managing Procurement, Best Practices in Procurement, Fast-tracking Change & Improvements, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
DDP8602	Procurement Due Diligence Best Practices	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
DPU0062	<p>Advanced Purchasing Management Best Practices</p>	<p>This program will give the participant a thorough practical understanding of the latest tools and methodologies in Purchasing Logistics including E-Procurement. After attending the program the participant should know how to practically implement QA or TQM initiatives, and should be able to, analyze, specify and supervise the implementation of a Procurement and Logistics for his organization. Topics covered range from: Understanding of traditional procurement logistic practices and procedures, Prequalification, contractual issues, quality assurance and TQM practices etc? This program is for those wishing to become fully empowered and productive Procurement Professional., Besides Procurement Best Practices this program includes a practical understanding of the latest tools and methodologies including E-Procurement. After attending the program the participant should be able to work Independently in Procurement and practically implement QA or TQM initiatives on his job. He will also be able to analyze, specify and participate in the implementation of an E-Procurement strategy for his organization. Some other issues covered: Traditional procurement practices and procedures, Prequalification, Contractual Issues, Quality Assurance and TQM practices, IT tools etc?, How this Program Can Change Your Career., Methodologies Technologies, Best Industry Practices, Latest Tools and Techniques, Management Systems, Technology Standards, Understanding Procurement Logistics, Understanding Managing Interactions with other Departments and Units, Basic Skills Tools for Procurement Logistics Staff, Understand Procurement Logistics Processes, Analyzing Procurement Logistics Processes, International Standards Applicable to Procurement Logistics, Understanding, Implementing and Auditing Organization's Procurement Logistics Procedures, Procurement Logistics Planning, Interrelationship with Inventory Management, Evaluating Offers for Reasonable Cost Analysis, Best Pricing Arrangements for Long Term Contracts, Quality Assurance ISO-9000 for Procurement, TQM and Excellence, ERP, Prequalification and Vendor Evaluation, Purchasing Logistics Documents and Related Legal Issues, Administering Procurement Logistics Contracts, Procurement Logistics Record Keeping and Building Knowledge bases, Improve Productivity of your Tendering, Purchasing Logistics Departments, Develop Capabilities of your Tender Supervision and Control Staff to make sure they understand the How, Why and When of Effective Tendering Processes., Implement and Manage Effective Purchasing Logistics Practice., Negotiate Competitive and Noncompetitive Contracts to Get the Best Deals. Coverage includes the Technical Aspects of Determining Defendable Reasonable Prices., Develop Excellence in the Tendering Processes in your organization., Dramatic Improvements - Tired of trying out small-small improvements in your Tendering, Procurement Logistics System? You will see What some of the Most Successful Organizations are doing today? And, What Progressive Organizations would be doing in the field of Tendering, Purchasing Logistics</p>

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		in the Beginning of the New Century?, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
ECA7202	eCommerce Applications for your Organization	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
ESC4862	E-Supply Chain Technologies and Methodologies your Organization can Profit From	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
FMT8252	Fleet Management and Vehicle Tracking System	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
INS6922	Equipment and Land Transportation Fleet Inspection Skills	This program aims to provide the participant Construction Equipment & Land Transportation Fleet Inspection Skills. Participant will become familiar with the Risks, Legal Requirements, Industry Standards, Performance Factors, Safety and Quality Problems., Participant will develop practical knowledge of Effective and Efficient Inspection, Investigation Methods and Skills. , The Construction Equipment & Land Transportation Fleet Inspection Issues, Inspection Methodology: Types; Methods; Tests; Statistical Methods, Construction Equipment & Land Transportation Fleet Standards: Technical Standards; Management Standards; Audit Standards, Construction Equipment & Land Transportation Fleet Inspection Checklists, Inspection Related Legal Issues on Construction Equipment & Land Transportation Fleet , Planning & Control: Inspection Planning; Inspection Scheduling; Inspection Monitoring and Quality Control, Quality Assurance System for Inspectors:, Construction Equipment & Land Transportation Fleet Inspection Tools and Technologies, New Tools & Technologies for Construction Equipment & Land Transportation Fleet Inspectors, Inspection Good Management Practices, Construction Equipment & Land Transportation Fleet Inspection Best Practice

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		<p>Ideas, Construction Equipment & Land Transportation Fleet Inspector Qualification System: Industry Standard; Organizational Standard, Construction Equipment & Land Transportation Fleet Inspection Knowledge Management System, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.</p>
LOG5552	<p>Logistics and Transportation Management</p>	<p>Simply speaking Customer Satisfaction is Not Possible without a Well Functioning Logistics System. You may have the best products or services but if you can not deliver it or have it available to the customer as per his needs and expectations there is little likelihood of business success. Logistics Customers are both internal and external., Some of the biggest and best run companies achieved their performance through adoption of International Good and Best Practices in Logistics Management. This program will show you the way to excellence in Logistics and Transportation Management. In a global marketplace this issue is becoming even more important., The Logistics Issues, Multi-discipline Aspects of Logistics & Transportation, The Logistics & Transportation Strategic Objectives, Managing Logistics & Transportation Processes, Routine Processes, Special Processes, Capacity Building Processes, Customer Satisfaction Processes, Improvement Processes, Strategic Processes, Logistics & Transportation Good Management Practices, Customer Focus Approach to Logistics & Transportation, Some Best Practices in Logistics & Transportation, New Emerging Methods and Technologies, Specific Strategy for Long Term Success, Case Studies: Raw Materials & Supplies Movement; Equipment Transportation; Project Mobilization; Rig Move; Emergency Transportation; Manpower Movement, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.</p>
MAA4132	<p>Supplies Stores Procurement and Logistics Management</p>	<p>This program will provide the participant the know how to ...: Understand the logistics process; Understand integration needs with other processes; best practices world-class logistics systems; tools for measuring performance..., The Aim of the Program is to Ensure Logistics Supports the Short Term and Long Term Organizational Goals, The Logistics Challenge in Today's World, How Industry is Overcoming the Challenges, Industry Standard Methodologies, Logistics Good Management Practices, Logistics Some Best Practices , Process Approach, Systematic Working, Quality Assurance System for Logistics , Customer - supplier - employee relationships , Strategic Planning , Cross-functional planning , eSupport - Information Technology support , System for Continuous improvement in Logistics, Performance</p>

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		Measurement & KPI's for Logistics , Supplier Management, Reducing Supplier Risks, Partnership with Suppliers, eTools and Technologies, eProcurement, Strategic Focus, Identifying Strategic Projects, Implementing Strategic projects , Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
OPA2572	Managing Organizational Physical Assets	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
OPA2772	Managing Organizational Intangible Assets	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
PE3022	English for Procurement Professionals	Enabling you to understand the professional message accurately Helping you express your procurement related ideas clearly and professionally, Providing you professional confidence Helping faster learning through multiple tools and memory aids, Understanding your work processes (what procurement professionals are expected to do), Procurement terms, Knowing the procurement vocabulary, Procurement business situations, Practicing business situations, Professional phrases to communicate your message, Practicing clear handwriting methods, Procurement business situations, Writing short informative phrases, Writing emails and memos, Writing professional letters, Writing and editing procurement reports, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
PIT3072	E-Procurement Implementation and Management	You will learn about the Best Worldwide Practices E-Procurement Implementation & Management: Leveraging Internet for Procurement: Cost Reduction; Improving Service; Organizational Image; Cycle Times. E-Procurement Issues: Different Procurement Processes; IT Enabled Procurement Processes, E-Procurement Business Models; E-Procurement Processes & Workflows; Case Studies; Leveraging the Internet for Procurement Activities; Tendering; Procurement Cost Reduction, Leveraging the Internet Technologies for Performance Improvement , Developing an E-Procurement Strategy, Analyzing Required Procedural Changes , Stage-by-Stage Implementation., E-Procurement Good Practices, E-Procurement Best Practices, Tendering Process, eAdvertising, ePrequalification, eTender

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		Documents, eBidding, eEvaluation & Award, Procurement Cost Reduction Ideas, eOutsourcing, Successful E-Procurement Business Models, Overcoming E-Procurement Roadblocks, Case Studies, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
POW3722	Procurement Management For Power Plant Project Professionals	You will learn about the Best Worldwide Practices Procurement Management for Power Plant Project Professionals , Aligning Procurement Objectives with Organizational Mission, Vision, Strategic; Objectives or Quality Policies, Strategic Procurement Policy, Procurement Business Environment, Procurement Business Processes, Selecting Technology including IT for Procurement Dept, Methodologies, IT Systems, E-Tools, Customer Centric Management, Leadership Activities: Vision, Coaching, Good Practices for Managing Procurement, Best Practices in Procurement, Fast-tracking Change & Improvements, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
PSS3072	Single Source Procurement Best Practices	You will learn about the Best Worldwide Practices Single Source Procurement Best Practices, Program will also cover Single Source Procurement; Long Term Contracts; Vendor Development; Price Negotiations; Planning Preparation for Price Negotiations; and others..., The Problems with Single Source Procurement, Business Models & Strategic Aspects, Organizational Policies & Procurement Procedures, Single Source Procurement Process, Risk Management of Single Source Suppliers, Long Term Contracts Strategy & Implementation, Vendor Development Strategy & Implementation, Partnerships with Suppliers Strategy & Implementation, Integration of Logistics Strategy & Implementation, E-Procurement System Strategy & Implementation, Spare Parts & Consumables Procurement Strategy, Maintenance Contracts Strategy & Implementation, Licensor Contracts Strategy & Implementation, Single Source Procurement Contract Conditions, Planning Preparation for Price Negotiations, Price Negotiations Single Source, Non-Zero Negotiations Strategy, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
QKM8122	Procurement Knowledge Management System	Simplest definition of knowledge is - reusable work products. Knowledge includes the experience of leading organizations worldwide, your organization, the contracts & legal department and the employees., Knowledge management is a systematic approach to identifying, collecting, communicating, using and updating the reusable work products that apply to your business units. To ease implementation this program shows you the step-by-step methodology to collect your organizations knowledge and make it available for decision making., Understanding what procurement knowledge is, What difference knowledge will make to your procurement business unit?s performance, Identifying procurement Knowledge for your organization, Collecting procurement knowledge, Communicating procurement knowledge throughout your organization., Making knowledge available in an easily reusable form, Monitoring the procurement knowledgebase, Continuous system for updating your procurement knowledgebase, Knowledge management team system, Using IT technology for knowledge management system, Legal & Contractual issues in knowledge management system, Intellectual property issues in knowledge management system, Security & confidentiality aspects of a knowledge management system, Human and motivational aspects of knowledge management success, Workshop: Prepare Implantation Plan for Your Procurement Knowledge Management System, Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
QKM8312	Supplier Knowledge Management System	Simplest definition of knowledge is - reusable work products. Knowledge includes the experience of leading organizations worldwide, your organization, the contracts and legal department and the employees., Knowledge management is a systematic approach to identifying, collecting, communicating, using and updating the reusable work products that apply to your Supplier business units. To ease implementation this program shows you the step-by-step methodology to collect your organizations knowledge and make it available for decision making., Understanding what Supplier knowledge is, What difference knowledge will make to your Supplier business unit?s performance, Identifying Supplier knowledge for your organization, Collecting Supplier knowledge, Communicating Supplier knowledge throughout your organization., Making knowledge available in an easily reusable form, Monitoring the Supplier knowledgebase, Continuous system for updating your Supplier knowledgebase, Knowledge management team system, Using IT technology for knowledge management system, Legal and Contractual issues in knowledge management system, Intellectual property issues in knowledge management system, Security and

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		confidentiality aspects of a knowledge management system, Human and motivational aspects of knowledge management success, Workshop: Prepare Implantation Plan for Your Supplier Knowledge Management, Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
TLS6662	Team Leadership Skills Development for Procurement Professionals	This program helps Professionals understand the Dynamics of Team Working and how to facilitate building of teams in your organization or department., Program includes skills in coaching other members of the team and strategies for team motivation and conflict resolution.Benefits: Improved Productivity, Job Satisfaction and Customer Satisfaction (Internal & External)., This program helps Professionals understand the Dynamics of Team Working and how to facilitate building of teams in your organization or department., Program includes skills in coaching other members of the team and strategies for team motivation and conflict resolution., Benefits: Improved Productivity, Job Satisfaction and Customer Satisfaction (Internal & External)., Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
TND2012	Good and Best Procurement Practices	This comprehensive program empowers participants with the: Current Best Practices in Key areas of Procurement. Last few years have seen the greatest transformation in Procurement Tendering practices than had happened in the last 100 years. Quality Assurance, TQM, IT and E-Procurement Business Models have evolved that have dramatically increased procurement effectiveness and reduced procurement costs to upto 10% of what they used to be!! (900% savings on 95% of procured items). Experience of the leaders tell full story: British Telecom, BP, Oil Producers and Refiners, Utilities, Automobile Giants all have implemented Procurement Systems to dramatically make similar saving. This program also prepares you for: Improving your Current Workflow to bring it in line with Industry Best Practices and, Preparing to Implement E-Procurement in your organization, A Must-Attend program for Procurement and Management Staff. A great opportunity to exchange ideas with other procurement professionals from your area. Understanding Organization Procurement Objectives, Understanding Organizational Procedures, Legal Contractual Understanding for Procurement

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		<p>Professionals, Understanding Customer Expectations from Procurement: Internal Customers, User Departments; Management; External Customers; Ultimate Users, Step-by-Step Quality Implementation Methodology: Meeting the Customer's Stated Needs; Meeting the Customer's Real Needs; Meeting the Customer's Expectations; Exceeding the Expectations of Customers, Good and Best Practice Procurement Processes: Competitive; Non Competitive Procurement, Procurement Prequalification Process, Quality Assurance & Customer Satisfaction Processes, 4M + C Analysis of Procurement Processes: Core Processes; Analyzing Processes & Establishing Controls; Workflow Improvement, Continuous Improvement of Procurement Processes, E-Tendering to Reduce Cost, Reduce Cycle Times and Improve Productivity, E-Procurement Strategies for Dramatically Reducing Procurement Costs and Cycle Times, Vendor Development Processes, Long-Term Procurement Relationships with Suppliers, Negotiated Contract Process Analysis, Win-Win Dispute Negotiation and Settlement in Procurement, Building a Procurement Section Knowledge Base, Setting up Early warning system to Provide Decision Support Data. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.</p>
TND4012	Customer Centered Procurement Management System	<p>This is a step-by-step approach to Understanding for how to Design, Implement & Manage a Customer Centered Procurement Management System. Participant will learn about the Good and Best Practices that lead to Meeting & Exceeding Internal & External Customer Expectations. Understanding the Procurement Customer Expectations, Understanding How Customer Evaluates Procurement Performance, Aligning Customer Service with Organizational Strategy, Planning & Organizing for Customer Satisfaction, Procurement Procedures & Work Instructions for Customer Service, Coaching Procurement Staff for Customer Service, How to Motivate Staff towards Customer Service Excellence, Leveraging Existing Resources to Meet Customer Expectations, Creating Customer Service Leadership, Ideas for Exceeding Procurement Customer Expectations, Internal Assessment of Customer Satisfaction – A Reality Check, Reporting Procurement Customer Satisfaction Data, Step by Step Implementation Plan for Customer Oriented Procurement, Preparing Participants Personal Action Plan to Implement Customer Centric Management System Components in his Department or Organization, Setting up Early warning system to Provide Decision Support Data .Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.</p>

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
TPM5302	Transport Section Planning and Management	Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com
TPS5422	Prequalification of Suppliers, Service Providers and Contractors for Key Projects	Once you have hired a Contractor - who is now failing to perform - the Best Advice is to put your arms around his shoulder and help him complete the project. Keep the documentation on the help that needed to be provided and report this in the project closedown report - so he can be blacklisted or adequately vetted next time he bids., The key to successful contracting lies in a strong prequalification system that ensures the selected contractor not only is Motivated and Determined to provide you the specified or better product, but also has the Relevant and Effective Experience, Systems in place to ensure he can meet the undertaken commitments. This program is oriented to provide this essential understanding. In this program you will learn about how to setup such a prequalification system - Policy, Procedures, Work Instructions, Controls, Feedback and Continual Improvement., Major Causes of Contractor and Supplier Failure to Perform., Traditional Prequalification Criterion and its Analysis, New Prequalification Strategies: International Best Practices; Industry Specific Best Practices., Systems (processes, policies, procedures, controls, feedback and continual improvement) the Supplier or Contractor must have for us to be able to feel confident of his capability to supply the Promised Products or Services and on time. , Set up systems to ensure the loss of user/customer feedback/ preference information due to use of Contractors and Suppliers does not curtail our improvement and innovation processes., Step-by-Step Methodology for Contractor or Major Supplier Prequalification that incorporates the Good and Best Industry Practices., Contract Conditions that assist Contractor's Superior Performance., Also Covered:, Program Introduction, Project Cycle, Prequalification Aspects in Procurement Process , Contracts and Prequalification, Project Planning and Prequalification, Project Price & Cost Analysis Basics, Project Risks & Contingencies , Mitigation of Project Risks , Designing the Prequalification Form , Management Processes that Ensure Customer Needs & Expectations will be Met , Conducting the Prequalification Audit , Evaluation of Prequalification Applications , Prequalification Best Practices , Performance Evaluation of Suppliers, Service Providers & Contractors and using as Input for Prequalification , Alternate Strategies to Prequalification , Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
TSC7012	Designing Implementing n Managing a BSC for Procurement Department	<p>This is a step-by-step approach to Understanding, Designing, Implementing & Managing a Procurement Department Balanced Score Card., Participant will also learn how to incorporate Motivation, Team Work, Customer Focus, Good & Best Practices and Leadership in Procurement through the Balanced Scorecard Implementation., What is the Balanced Scorecard., Why do we need it?, Understanding the Procurement Processes , Understanding the Strategic Aspects of Procurement Activities, Understanding Organizational & Customer Needs from the Procurement Department, Step-by-Step Developing the Balanced Scorecard, Methods for Measuring Performance Against Balance Scorecard, Planning, Organizing & Delegating for BSC Implementation, Communication & Coaching to Make BSC a Success, Resolving Measurement Disputes, Reporting and Publicizing Results, 40 Ways to Reward Procurement Staff, Preparing your Personal Action Plan for Implementing Balance Score Card in Your Work, Preparing your Departmental Action Plan for Implementing Balanced Scorecard in your Procurement Department., Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.</p>
VEN4762	Managing Your Vendors	<p>Under Revision. Please see www.eurotraining.com/plist/psumm/purchasing-training-summ-2w.pdf or email: regn@eurotraining.com</p>
XRM9622	Procurement Process Risk Management	<p>This program provides the participant a range of practical skills to analyze and understand procurement risk management needs. It also helps devise strategies for the fulfillment of knowledge and skill requirements of the participant?s department/organization., Participant will take away a detailed understanding of the step-by-step methodology for preparing a corporate/departmental strategic procurement risk management plan., Understanding procurement risk management, Procurement risk management vocabulary, Understanding the procurement business environment and context, Comprehensive identification of known, emerging and hidden procurement risks, Determining procurement risk appetite, Analyzing the procurement risks, Evaluating the procurement risks, Preparing procurement risk treatment recommendations, Approved procurement risk treatment plans, Analyzing the residual risks after treatment plan, Preparing a procurement risk control plan, Controlling the procurement risks, Management reporting of procurement risk status, Coordinating with & consulting stakeholders, Getting management commitment for procurement risk management, Setting up and</p>

Logistics, Purchasing and Outsourcing Resource Center

Supply Chain, Inventory, Procurement , eProcurement , Outsourcing Services, Vendor Development, Prequalification of Suppliers

2 Weeks Training Programs List

Euro Training Ltd 2016-2017-2018

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA WhatsApp 14154305181 Tel: 415 251 1367 Fax/Voice Mail: US +1 650 6492689

Program Code	Program Name (Click to Access Website Brochure with Current Dates)	Program Content Summary
		using a procurement risk management team, Setting up a good management system framework of procurement risk management, Setting up a procurement risk management knowledgebase , Personalized procurement risk management assignment/workshop, Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.
XRM9782	Supply Chain Risk Management	This program provides the participant a range of practical skills to analyze and understand supply chain risk management needs. It also helps devise strategies for the fulfillment of knowledge and skill requirements of the participant?s department/organization., Participant will take away a detailed understanding of the step-by-step methodology for preparing a corporate/departmental strategic supply chain risk management plan., Understanding supply chain risk management, Supply chain risk management vocabulary, Understanding the supply chain business environment and context, Comprehensive identification of known, emerging and hidden supply chain risks, Determining supply chain risk appetite, Analyzing the supply chain risks, Evaluating the supply chain risks, Preparing supply chain risk treatment recommendations, Approved supply chain risk treatment plans, Analyzing the residual risks after treatment plan, Preparing a supply chain risk control plan, Controlling the supply chain risks, Management reporting of supply chain risk status, Coordinating with & consulting stakeholders, Getting management commitment for supply chain risk management, Setting up and using a supply chain risk management team, Setting up a good management system framework of supply chain risk management, Setting up a supply chain risk management knowledgebase , Personalized supply chain risk management assignment/workshop, Setting up Early warning system to Provide Decision Support Data, Workshop Case Studies 1, Workshop Case Studies 2, Program Recommendations, An Individualized Action Plan for each Participant, Program Recommendations. Workshop Case Studies 1; Program Recommendations. Advanced Discussions on Program Topics; Workshop Case Studies 2; Program Recommendations; An Individualized Action Plan for each Participant.