Purchasing, eProcurement, Tendering, Inventory & Logistics Management

Outsourcing Management, Team Building, Good & Best Practices, Prequalification, Single Source, Inventory Management, Managing PPP Contracts & Partnerships, Developing a Logistics Knowledge Management Systems, Risk Management in Logistics, Language Training for Procurement Professionals

6 DAY TRAINING PROGRAMS

Euro Training Ltd 2015 Program Schedule

Click on Program Title to See Brochure	Worldwide Training Dates		Program Summary
AIM2056 (pdf) **Inventory Management Best Practices & Improving Work Processes** **Training Program**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This program is an Advanced Inventory Management Training Program. It is designed to provide the participant skills to bring their Inventory Management Practices to International Quality Assurance and TQM Standards. This program also incorporates E-Inventory and risk analyzed Just-in-Time.
AIM2086 (pdf) **Advanced Inventory Management** Special Emphasis on Safety Stock, Asset Management & Safety Management	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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. Program Includes: 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); Setting up Early warning system to Provide Decision Support Data; Workshop Case Studies; Program Recommendations

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AIM4016 (pdf) **Implementing Good & Best Practices for Customer Centered Inventory Management** • Getting Past Lip Service to Passionate Action • Developing Customer Centered Strategy • Developing Customer Centered Performance Scorecard • Setting-Up a Self Assessment System • Including Quality Assured Inventory Management System	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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. Competencies built in: Understanding the 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; Preparing Participants Personal Action Plan to Implement Customer Centric Management System Components in his Department or Organization.
BPP7006 (pdf) **Procurement Management Business Skills & Best Practices** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	In this program you will learn about... 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: 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.

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DPU0066 (pdf) **Advanced Training in Purchasing Management Best Practices** **Training Workshop leading to Certification as "Certified Purchase Professional" (on passing written competency test)**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	Competitive, Single Source, Long Term and E-Procurement. This program will give the participant a thorough practical understanding of the latest tools and methodologies in Purchasing including E-Procurement. After attending the program the participant should know how to practically prepare company policy, implement and improve organizational procurement procedures, manage implementation of QA or TQM initiatives.
INS6926 (pdf) **Equipment and Land Transportation Feet Inspection Skills**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This program aims to provide the participant Construction Equipment & Land Transportation Fleet Inspection Skills. He will become familiar with the Industry Standards, Methods and Quality Problems. He will develop knowledge of Inspection Investigation Methods and Skills.
LOG5556 (pdf) **Logistics and Transportation Management**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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.

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6 DAY TRAINING PROGRAMS

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MAA4136 (pdf) **Supplies Stores Procurement and Logistics Management**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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..
PE3026 (pdf) Understanding, Speaking and Writing **English for Procurement Professionals**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This program is oriented towards the procurement professional whose first language is not English and who needs to communicate in English with other professionals. Participants will use many propitiatory tools and techniques to understand the language.
PIT3076 (pdf) **E-Procurement Implementation & Management** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	Leveraging the Internet Technologies for Performance Improvement and Cost Reduction in Procurement. Including Developing an E-Procurement Strategy, Analyzing Required Procedural Changes and Stage-by-Stage Implementation.

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PSS3076 (pdf) **Single Source Procurement Best Practices** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	Getting the Best Deals for your Organization
QKM8126 (pdf) **Procurement Knowledge Management System** **Effectively Implementing**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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.
QKM8316 (pdf) **Effectively Implementing** **Supplier Knowledge Management System**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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.

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TLS6656 (pdf) **Team Leadership Skills Development for Professionals** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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).
TLS6666 (pdf) **Team Leadership Skills Development for Procurement Professionals** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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).
TND2016 (pdf) **Good & Best Procurement Practices** **Training Workshop** Improving Workflow & Preparing Organization for E-Procurement	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This most popular must-attend program empowers participant with the: Current Good Practices and Builds the Skills to Collect-Analyze-Implement Best Practices in Procurement. Other Topics covered include: Purchasing Procedures, Laws Regulations, Understanding - Preparation - Implementation of Effective Organizational Procedures and Purchase Documents for your organization. Purchasing Pricing and Negotiating Skills, Non-Competitive Procurement, Long Term Contracts, Technology Procurement, Procurement where Specifications are not Developed. E-Procurement Business Models have evolved that have reduced procurement costs to 10% of what they used to be!! (900% savings on 95% of procured items). Experience of the leaders tells the full story: British Telecom, BP, Oil Producers and Refiners, Utilities, Automobile Giants all have implemented Procurement Systems to dramatically make this saving.

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Click on Program Title to See Brochure	Worldwide Training Dates		Program Summary
TND2026 (pdf) **Applying QA, Customer Satisfaction, Continuous Improvement & E-Procurement to Procurement Operations** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	To provide the participant the capability to understand and implement Quality Assurance, Customer Satisfaction, Continuous Improvement and E-Procurement in his Procurement & Tendering Sections. Program will cover understanding Procurement: Quality Assurance, Workflow Improvement, Continuous Improvement Methodology of Procurement Processes, E-Tendering you can Implement Immediately, E-Procurement Strategic Options, Long-Term Relationship Building Strategies, Price Negotiations, Dispute Settlement.
TND2036 (pdf) **Procurement Tendering Processes, Procedures and their Management** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	The program covers Good and Best Practices in: Purchasing Procedures, Laws & Regulations Compliance Management, Understanding - Preparation - Implementation of Effective Organizational Procedures and Purchase Documents for your organization. Purchasing Pricing and Negotiating Skills, Non-Competitive Procurement, Long Term Contracts, Technology Procurement, Procurement where Specifications are not Developed.

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TND4016 (pdf) **Costumer Centered Procurement Management System**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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. The Program Includes- 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
TND9016 (pdf) **International Public Procurement**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This program is an Advanced Inventory Management Training Program. It is designed to provide the participant skills to bring their Inventory Management Practices to International Quality Assurance and TQM Standards. This program also incorporates E-Inventory and risk analyzed Just-in-Time.

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TPS5426 (pdf) **Prequalification of Suppliers, Service Providers & Contractors for Key Projects** **Training Workshop**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This Program provides the participant an understanding of Latest Methods for Prequalification of Contractors & Suppliers. Program Covers: Business Issues in Prequalification, Traditional Prequalification Criterion and its Analysis, New Prequalification Strategies: International Best Practices, Industry Specific Best Practices. You will discover about the Systems 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. Also the program ensures that we 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.
TSC7016 (pdf) **Designing Implementing n Managing a BSC for Procurement Dept**	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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. The Program Includes- 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

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XRM9626 (pdf) **Procurement Process Risk Management** • Transitioning from Managing risk to Enterprise Risk |Management	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	This program provides the participant a range of practical skills to analyze and understand project risk management needs. It also helps devise strategies for the fulfillment of knowledge and skill requirements of the participant's department/organization. Including, Assisting Strategic Decision Making, Assuring Achievement of Set Objectives, Maximizing Profits through Taking Calculated Risks, Failure Proofing Methods, Reducing Legal Liability, Risk Knowledge System
XRM9786 (pdf) **Supply Chain Risk Management** • Transitioning from Managing risk to Enterprise Risk |Management	• 3-8 May 15 (Dubai, UAE) • 12-17 May 15 (London, UK) • 21-26 May 15 (San Francisco, USA) • 6-11 June 15 (London, UK) • 14-19 June 15 (New York, USA) • 22-27 June 15 (Washington DC, USA) • 30 June-5 July 15 (Las Vegas, USA) • 10-15 July 15 (Geneva, Switzerland) • 20-25 July 15 (Munich, Germany) • 29 July-3 Aug 15 (Dubai, UAE) • 7-12 Aug 15 (Kuala Lumpur) • 7-12 Aug 15 (New Delhi, India) • 16-21 Aug 15 (Rome, Italy) • 24-29 Aug 15 (London, UK) • 26-31 Aug 15 (New York, USA)	• 26-31 Aug 15 (Houston, USA) • 7-12 Sept 15 (Dubai, UAE) • 14-19 Sept 15 (New Delhi, India) • 5-10 Oct 15 (London, UK) • 18-23 Oct 15 (Dubai, UAE) • 2-7 Nov 15 (Singapore & Kuala Lumpur) • 2-7 Nov 15 (New Delhi, India) • 13-18 Nov 15 (San Francisco, USA) • 13-18 Nov 15 (New York, USA) • 28 Nov-3 Dec 15 (Dubai, UAE) • 6-11 Dec 15 (London, UK) • 14-19 Dec 15 (San Francisco, USA) • 14-19 Dec 15 (Houston, USA) • 23-28 Dec 15 (London, UK) • 23-28 Dec 15 (New York, USA)	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. Including, Assisting Strategic Decision Making, Assuring Achievement of Set Objectives, Maximizing Profits through Taking Calculated Risks, Failure Proofing Methods, Reducing Legal Liability, Risk Knowledge System