

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

Euro Training Ltd 1 Week Program Schedule

3422 Old Capitol Trail #1116, Wilmington, DE 19808, USA Tel: 415 4305181 Fax: US +1 650 6492689

Click on Program Title to See Brochure	Program Summary
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[Click Here For 6 day, 2 week, 3 week, 4 week Versions](#)

<p>AIM205-5 (pdf) Inventory Management Best Practices & Improving Work Processes</p>	<p>An Advanced Inventory Management Workshop incorporating International Quality Assurance and TQM Standards, and, Incorporating E-Inventory and risk analyzed Just-in-Time.</p> <p>This program empowers the participant to efficiently manage inventory management functions and gain capability to make significant qualitative and quantitative improvements in his job and department. Through applying Improvement Methodologies. This program content covers Best Inventory Business Practices, International Management Standards, E-Inventory, E-Procurement and Just-in-Time. On attending the program the participant will gain competence to take on leadership role in his department.</p>
<p>AIM208-5 (pdf) Advanced Inventory Management</p> <p>Special Emphasis on Safety Stock, Asset Management & Safety Management</p>	<p>This program provides you the Skills to effectively Manage Inventory Management Section with particular Attention towards Maintaining Safety Stock, Asset Management and Safety Management.</p> <p>At the end of the program the participant will prepare an action plan to implement the best practices discussed during the program.</p> <p>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</p> <p>An Individualized Action Plan for each Participant.</p>
<p>AIM401-5 (pdf) Implementing Good & Best Practices for Customer Centered Inventory Management</p> <ul style="list-style-type: none"> • 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 	<p>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.</p>
<p>BPP700-5 (pdf) Procurement Management Business Skills & Best Practices</p>	<p>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.</p>

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<p>DPU006-5 (pdf) Advanced Training 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.</p> <p>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?</p> <p>Including: 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.</p> <p>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 in the Beginning of the New Century?</p>
<p>INS692-5 (pdf) Equipment and Land Transportation Feet Inspection Skills</p>	<p>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.</p>
<p>LOG555-5 (pdf) 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.</p> <p>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.</p> <p>In a global marketplace this issue is becoming even more important.</p>

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<p>MAA413-5 (pdf) 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 Including: The Logistics Challenge in To-days 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 Measurement & KPI?d for Logistics; Supplier Management; Reducing Supplier Risks; Partnership with Suppliers; eTools and Technologies; eProcurement; Strategic Focus; Identifying Strategic Projects; Implementing Strategic projects</p>
<p>PE302-5 (pdf) Understanding, Speaking and Writing English for Procurement Professionals</p>	<p>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.</p>
<p>PIT307-5 (pdf) E-Procurement Implementation & Management</p>	<p>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.</p>
<p>PSS307-5 (pdf) Single Source Procurement Best Practices</p>	<p>Getting the Best Deals for your Organization You will learn about the Best Worldwide Practices Single Source Procurement Best Practices: Single Source Procurement, Long Term Contracts, Vendor Development, Price Negotiations, Planning Preparation for Price Negotiations, Partnerships with Suppliers, Integration of Logistics, E-Procurement Systems, Spare Parts & Consumables Procurement, Maintenance Contracts, Licensor Contracts, Single Source Procurement Contract Conditions, Planning Preparation for Price Negotiations</p>
<p>QKM812-5 (pdf) Effectively Implementing Procurement Knowledge Management System</p>	<p>Simplest definition of knowledge is - <i>reusable work products</i>. 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.</p>
<p>QKM831-5 (pdf) Effectively Implementing Supplier Knowledge Management System</p>	<p>Simplest definition of knowledge is - <i>reusable work products</i>. 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.</p>

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<p>TLS666-5 (pdf) Team Leadership Skills Development for Procurement Professionals</p>	<p>This program helps Professionals understand the Dynamics of Team Working and how to facilitate building of teams in your organization or department.</p> <p>Program includes skills in coaching other members of the team and strategies for team motivation and conflict resolution.</p> <p>Benefits: Improved Productivity, Job Satisfaction and Customer Satisfaction (Internal & External).</p>
<p>TND201-5 (pdf) Good & Best Procurement Practices Improving Workflow & Preparing Organization for E-Procurement</p>	<p>This most popular must-attend program empowers participant with the: Current Good Practices and Builds the Skills to Collect-Analyse-Implement Best Practices in Procurement.</p> <p>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.</p> <p>Last few years have seen the greatest transformation in Procurement Tendering practices than had happened in the last 100 years.</p> <p>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. This program prepares you for implementing E-Procurement in your organization. A Must-Attend program for Procurement and Management Staff.</p>
<p>TND202-5 (pdf) Applying QA Customer Satisfaction Continuous Improvement E-Procurement</p>	<p>To provide the participant the capability to understand and implement Quality Assurance, Customer Satisfaction, Continuous Improvement and E-Procurement in his Procurement & Tendering Sections.</p> <p>Including: 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; Case Studies</p>
<p>TND203-5 (pdf) Procurement & Tendering Processes Procedures</p>	<p>The program covers Good and Best Practices in Procurement & Tendering Processes, Procedures.</p> <p>Including: Purchasing Procedures & Work Processes, 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.</p>
<p>TND401-5 (pdf) Customer Centered Procurement Management System</p>	<p>This is a step-by-step approach to Understanding for how to Design, Implement & Manage a Customer Centered Procurement Management System.</p> <p>Participant will learn about the Good and Best Practices that lead to Meeting & Exceeding Internal & External Customer Expectations.</p> <p>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</p>

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<p>TND901-5 (pdf) International Public Procurement</p>	<p>This program provides the participant the range of practical skills to analyze and understand International Public Procurement and devise strategies for fulfillment of the procurement knowledge and skill needs of your Organization.</p> <p>The Emphasis in this program is understand how International Public Procurement can be facilitated and organizational interests protected.</p>
<p>TPS542-5 (pdf) Prequalification of Suppliers, Service Providers & Contractors for Key Projects</p>	<p>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.</p>
<p>TSC701-5 (pdf) Designing Implementing n Managing a BSC for Procurement Dept.</p>	<p>This is a step-by-step approach to Understanding, Designing, Implementing & Managing a Procurement Department Balanced Score Card.</p> <p>Participant will also learn how to incorporate Motivation, Team Work, Customer Focus, Good & Best Practices and Leadership in Procurement through the Balanced Scorecard Implementation.</p> <p>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</p>
<p>XRM962-5 (pdf) Procurement Process Risk Management</p> <ul style="list-style-type: none"> • Transitioning from Managing risk to Enterprise Risk Management 	<p>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.</p> <p>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</p>
<p>XRM978-5 (pdf) Supply Chain Risk Management</p> <ul style="list-style-type: none"> • Transitioning from Managing risk to Enterprise Risk Management 	<p>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.</p> <p>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</p>

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