



Paladin Associates

Risk Free Cost Reductions

Training for Procurement Professionals – A Customized Approach

By Robert Patton

<http://www.paladinassociatesinc.com/>

April 4th, 2012

If you think of the Procurement organization as a powerful engine that delivers all the goods and services needed to run the business while also contributing significantly to financial results and future growth then think of the individual sourcing talents and skills of the Procurement organization as the fuel that powers this engine.

In this analogy Procurement training is the key ingredient that boosts the engine's performance by insuring that the fuel achieves peak efficiency and cost effectiveness.

The purpose of all Procurement training is simple: achieve better business results by improving organizational capability and individual productivity. In other words it requires the recognition, definition and application of the skills required to achieve more with the same or lesser effort than the status quo. Training that does not accomplish this is probably not a good value.

In the world of Procurement the only constant is change and training is an absolute necessity to insure adoption and use of a variety of continually evolving best practices and approaches. While some of the basics of sound sourcing technology and know-how have not changed in many decades the flow of information, the lifeblood of all sourcing work, has changed exponentially in the past 10-20 years alone and is still advancing. Training in this area helps insure against falling hopelessly behind in a competitive and dynamic global marketplace.

Training that is customized to meet each individual Procurement organization's specific needs is frequently a better value than any off the shelf standard offerings. It is well established that effective training must include case study materials and problem-solving exercises that are deemed by participants to be realistic and relatable to daily work. Among other things, when properly executed in the classroom setting, the use of real-life examples greatly enhances the probability of rapid post-classroom deployment and application in the actual work being done by the participants when they return to the daily workplace.

Your organization can choose from various topics to create a customized curriculum that meets your organization's particular needs.

These topics include:

- Defining Procurement's Role

- Sourcing Strategy Development
- Negotiation Skills
- Commercial Agreements & Legal Considerations
- Supplier Relationship Management
- Cost Savings Management
- Benchmarking
- Increasing e-Sourcing Adoption
- Application of Statistical Methods of Quality Improvement

Delivery Methods can also be tailored to your needs and environment:

- Classroom
- Webinars
- Paladin Trainer
- Train-the-Trainer

Paladin Associates, offers custom, leading edge sourcing skills training which includes a variety of relevant courses to build your “Sourcing University”.

Paladin Associates Inc., a Sourcing Cost Reduction firm, offers strategic sourcing expertise for multiple commodities to secure “fast track” quantifiable savings and long term cost reduction programs.

We can help you with technology implementations such as spend analysis and eSourcing as well as sourcing process improvements, skill training and staff development while delivering bottom line savings with a guaranteed ROI. For more complete information, visit:

<http://www.PaladinAsociatesInc.com/>