Haward Technology Middle East

COURSE OVERVIEW LM0116-3D
Procurement Transformation & Change Management

Course Title
Procurement Transformation & Change Management

Course Date/Venue
October 07-09, 2024/Fujairah Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

Course Reference
LM0116-3D

Course Duration/Credits
Three day/1.8 CEUs/18 PDHs

Course Description

This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.

This course is designed to provide participants with a detailed and up-to-date overview of Procurement Transformation & Change Management. It covers the procurement transformation and the tools and methodologies for assessing current procurement practices; the compelling vision for transformation and developing strategic objectives aligned with organizational goals; and the stakeholder analysis and engagement, change management and step-by-step guide to create a detailed change management plan tailored for procurement transformation.

During this interactive course, participants will learn the technology integration in procurement; the skill gaps and plan for training and development to support the transformed procurement function; the resistance to change and establish metrics and KPIs to measure the success of procurement transformation; the continuous improvement in procurement and integrating sustainability and ethical considerations into the transformed procurement strategy; the advance technologies and innovation; and ensuring the organizational culture supports.

Course Objectives

Upon the successful completion of this course, participants will be able to:-

- Apply and gain a comprehensive knowledge on procurement transformation and change management

- Discuss procurement transformation and the tools and methodologies for assessing current procurement practices

- Create a compelling vision for transformation and developing strategic objectives aligned with organizational goals

- Carryout stakeholder analysis and engagement, change management and step-by-step guide to create a detailed change management plan tailored for procurement transformation

- Apply technology integration in procurement, as well as identify skill gaps and plan for training and development to support the transformed procurement function

- Manage resistance to change and establish metrics and KPIs to measure the success of procurement transformation

- Implement continuous improvement in procurement and integrate sustainability and ethical considerations into the transformed procurement strategy

- Identify advance technologies and innovation and ensure the organizational culture supports

Exclusive Smart Training Kit - H-STK®

Participants of this course will receive the exclusive "Haward Smart Training Kit" (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes electronic version of the course materials, sample video clips of the instructor's actual lectures & practical sessions during the course conveniently saved in a Tablet PC.

Who Should Attend

This course provides an overview of all significant aspects and consideration of procurement transformation and change management for procurement managers, supply chain managers, purchasing managers and those who are involved in procurement management who want to develop advanced skills and knowledge in procurement management.

Course Certificate(s)
Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations
Certificates are accredited by the following international accreditation organizations:-

- The International Accreditors for Continuing Education and Training (IACET - USA)

    Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

    Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

    Haward Technology Middle East will award **1.8 CEUs** (Continuing Education Units) or **18 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

- British Accreditation Council (BAC)

    Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

Course Fee
US$ 3,750 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:

Mr. Mike Taylor, MScLI, MBA, MBL, PgDip, BSc, is a **Senior Logistics & Management Consultant** with over **25 years** of extensive experience in the areas of **Procurement & Purchasing** Management, **Logistics & Transportation** Techniques, **Logistics Operations**, **Transport** Planning & Techniques, **Production** Planning, **Fleet** Management, **Distribution** Management, **Inventory & Warehousing** Management, **Production** Planning & Control, **Supply Chain & Operations** Management, **Logistics & Cost Reduction** Techniques, **Logistics Operations** & **Supply Chain** Management, **Budgeting & Cost Control**, **Shipping & Distribution** Management, **Vendor** Selection & **Contract** Management, **Forecasting Logistics** Demands, **Supply Chain Strategy & Logistics Planning**, **Stakeholder** Management, **Distribution Analysis** & Performance Improvement, **Supply Chain** Integration Technology, **Logistical & Transportation** Planning Methods, **Stores & Material Stock Control** Management, **Warehouse** Operation, **Material Requirement Planning** Techniques, **Transport & Fleet** Management and **Marketing** Management. Further, he is also well-versed in **Cost Estimating** & Optimization Skills, Governance Risks & Compliance, Statistics Analysis, Business Planning & **Forecasting**, **Finance** Management, **Budgeting & Cost Control**, **Enterprise Risk** Management, **Vendor** Management, Document & Planning Management, **Finance & Budgeting** Process & Procedures, Effective Quality Management System (**QMS**), **Invoice** Management, **Contract** Management, **Commercial Strategy**, **Project** Management, **Risk** Management, **Leadership & Business** Management, **Human Resource** Management and Sales Strategy. Mr. Taylor was **Appointed** as an **Executive/Management Development Facilitator** wherein he was responsible for the development of Executives & Senior Managers specializing in innovation, knowledge management and commercial negotiation as well as authored, implemented and executed a global 21st century facilitation and leadership methodology.

During his career life, Mr. Taylor has gained his practical and field experience through his various significant positions and dedication as the Procurement Manager, Contracts Manager, Project Manager, **Logistics Manager**, **Supply Chain Manager**, **Purchasing Manager**, **Operations Manager**, **Shipping & Logistics Manager**, **Logistics & Supply Chain Supervisor**, **Warehouse Manager**, **Distribution Manager**, **Marketing Sales Manager**, **Multinational/Corporate Senior Management Consultant**, **Business Consultant/Facilitator**, **Business Consultant/Coach**, **Client Director**, **International Sales & Business Development Manager**, **Administration Manager**, **Regional Sales Manager**, **National Key Accounts Manager**, **Quality Manager**, **Commercial Sales & Marketing Consultant**, **Sales & Marketing Representative**, **Key Note Speaker** and **Instructor/Trainer** for various international companies such as the Highland Group, Business Development & B2B Consulting, Knowledge-Solution Leadership & Innovation Consulting, DI Management Solutions (BPO), RMG/Contact Media & Communications, Paul Dinsdale Properties (PDP), Giant Leap Architects, Wise Capital Investments (HOD), Evolution® Advertising, Collaborative Xchange, Leatt Corporation, Dentsply SA, Binzagr Company, Lilly Direct/Lennon Generics and Bausch & Lomb.

Mr. Taylor has **Master's** degrees in **Business Administration**, **Leadership & Innovation** and **Business Leadership**, a **Bachelor's** degree in **Physical Education**, a **Post Graduate Diploma** in **Higher Education** and an **Associate Diploma** in **Quality Management**. Further, he is a **Certified Instructor/Trainer**, a **Certified Internal Verifier/Trainer/Assessor** by the **Institute of Leadership & Management** (**ILM**) and a member of Incremental Advantage, Da Vinci Institute, Black Management Forum, Institute of Directors (IOD), World Future Society (WFS), Social Science Research Network, University of Kwazulu Natal (Alumnus), Anthropology & Archaeology Research Network and National Research Foundation (NRF). He has further delivered numerous trainings, courses, workshops, seminars and conferences globally.

Training Methodology
All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30%   Lectures
20%   Practical Workshops & Work Presentations
30%   Hands-on Practical Exercises & Case Studies
20%   Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Accommodation
Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Program
The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1:   *Monday, 07th of October 2024*

0730 – 0800	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	**PRE-TEST**
0830 – 0930	***Understanding Procurement Transformation:*** *Exploring the Need for Transformation in Procurement & Defining what Transformation Entails*
0930 – 0945	*Break*
0945 – 1100	***Assessing Current Procurement Processes:*** *Tools & Methodologies for Assessing Current Procurement Practices & Identifying Areas for Improvement*
1100 – 1230	***Vision & Strategy Development:*** *Creating a Compelling Vision for Transformation & Developing Strategic Objectives Aligned with Organizational Goals*
1230 – 1245	*Break*
1245 – 1330	***Stakeholder Analysis & Engagement:*** *Identifying Key Stakeholders, Understanding their Interests & Strategies for Effective Engagement & Communication*
1330 – 1420	***Change Management Fundamentals:*** *Introduction to Key Change Management Theories & Models Applicable to Procurement Transformation*
1420 - 1430	***Recap***
1430	*Lunch & End of Day One*

Day 2:   **Tuesday, 08ᵗʰ of October 2024**

0730 – 0830	*Case Study Discussion: Analysis of a Successful Procurement Transformation Project*
0830 – 0930	*Developing a Change Management Plan: Step-By-Step Guide to Creating a Detailed Change Management Plan Tailored for Procurement Transformation*
0930 – 0945	*Break*
0945 – 1100	*Technology Integration in Procurement: Exploring How Digital Solutions can Support Procurement Transformation & what Technologies to Consider*
1100 – 1230	*Capability Building & Training: Identifying Skill Gaps & Planning for Training & Development to Support the Transformed Procurement Function*
1230 – 1245	*Break*
1245 – 1330	*Managing Resistance to Change: Techniques for Identifying Sources of Resistance & Strategies for Managing it Effectively*
1330 - 1420	*Performance Metrics & KPIs: Establishing Metrics & KPIs to Measure the Success of Procurement Transformation*
1420 – 1430	*Recap*
1430	*Lunch & End of Day Two*

Day 3:   **Wednesday, 09ᵗʰ of October 2024**

0730 – 0830	*Continuous Improvement in Procurement: Techniques for Embedding Continuous Improvement into Procurement Processes*
0830 - 0930	*Sustainability & Ethical Procurement: Integrating Sustainability & Ethical Considerations into the Transformed Procurement Strategy*
0930 – 0945	*Break*
0945 – 1100	*Advanced Technologies & Innovation: Leveraging AI, Blockchain & IoT to Further Enhance Procurement Processes*
1100 – 1230	*Organizational Alignment & Culture: Ensuring the Organizational Culture Supports & Enhances the Transformed Procurement Functions*
1230 – 1245	*Break*
1245 – 1345	*Reviewing & Adjusting Transformation Strategies: How to Review & Refine Transformation Strategies Based on Performance & Feedback*
1345 – 1400	*Course Conclusion*
1400 – 1415	*POST TEST*
1415 - 1430	*Presentation of Course Certificates*
1430	*End of Course*

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-

Course Coordinator

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