

World Class Learning Experience



**Dr. Dawei Lu**

*International Speaker From UK*

**Advanced**

# Purchasing & Supplier Management

Time : 9.00 am to 5.00 pm

**Park Royal Hotel | Kuala Lumpur | 14 – 15 JULY, 2009**

**Gurney Hotel | Penang | 16 – 17 JULY, 2009**

## About The Course

In responding to the changing needs from purchasing profession, this specifically targeted course presents the current best practices in strategic purchasing and supplier management.

It focuses on the recent development in purchasing and supplier management and their contributions to the corporate competitiveness. It defines the essential role of the strategic purchasing; and presents the best practices of managing suppliers in leading organisations; thus helps managers to identify opportunities for effective business improvement and achieve sustained growth.

The course begins with the key challenging concepts underlying the world-class purchasing and supplier management and moves through leading-edge issues, including purchasing strategies, global sourcing, value and cost analysis, supplier selection & partnership, supplier performance measure, sustainability & environment consciousness.

Participants will experience a variety of interactive learning methods, such as case studies, debate, quiz, games, video and group discussions.

## Target Audience

This course is valuable to both new purchasing professionals & experienced supplier managers who are aspiring to refresh & update their knowledge and skills in the area; any personnel who interfaces with suppliers, including those from production, transportation, distribution & engineering could also benefit.

This course aims to develop knowledge & understanding, business/management practice ( applied knowledge & understanding ) & management skills in purchasing and supply chain management.



**HRDF CLAIMABLE Under SBL Scheme**

**At the end of the workshop, you will be able to learn:**

- **Challenging concepts and recent development on strategic purchasing**
- **Strategic thinking on product categories and market segments.**
- **Lean and Agile supply approaches**
- **Best practices on strategic purchasing and supplier management**
- **Luring benefits as well as risks of global sourcing**
- **Perspectives on evaluating and redesigning the purchasing process**
- **Approaches to supplier evaluation and selection**
- **Supplier performance measure and managing supplier development**
- **Outsourcing and offshoring decision making**
- **Sustainability, risks and environment conciseness**

## Two-day Program Outline

### 1. *The Frontier Of Strategic Purchasing*

- Perspectives On Purchasing
- The Evolution Of Purchasing
- World Class Purchasing & Business Competitiveness

### 2. *Essential Supply Chain Context*

- Logistics & Value Chain
- Lean & Agile Supply Chain
- Supply Chains & Purchasing Principles

### 3. *Strategic Considerations On Purchasing*

- Purchasing Has To Be Strategic
- Sensitivity Of Product Categories
- From Market To Competition

### 4. *Why Global Sourcing?*

- Drivers & Barriers
- Risk Management In Global Sourcing
- Key Success Factors

### 5. *Purchasing Structure And Process*

- From Strategy To Structure
- From Structure To Process
- Delivering The Total Purchasing

### 6. *Fundamentals Of Supplier Development*

- Supplier Evaluation & Selection.
- Supplier Performance Assessment
- Supplier Development And Partnering

### 7. *Outsourcing Vs. Offshoring*

- Strategic Outsourcing & Subcontracting
- Deciding On Offshoring Or Outsourcing
- Forming Successful Partnership

### 8. *Sustainability And Purchasing*

- Purchasing Relevance & Corporate Responsibility
- Consequences On Supply Chain Risks & Sustainability
- Strategic Purchasing For Sustainable Growth



#### Some Testimonials from Previous Delegates...

*- I've learnt a lot from this course plus the material given as reference...  
Nik Zaliha Digi  
Telecommunications*

*- Enhancing my knowledge on the concept of  
Advanced Purchasing & SCM...  
Lim Wei Ling Philips  
Semiconductor*

*- Learn new tools and ideas that worth to implement or have a deep thought of it...  
Melissa Lee PPG Coating*

*- Better insights into the next/current trends of  
Purchasing & Supply Chain Management...Chong Mei  
Yee Nestle Malaysia*



**Question & Answer / End Of Course**

**[www.ideapro-logix.com](http://www.ideapro-logix.com)**

### Normal Course Fee

RM 1790 / participant *inclusive course materials, lunch, tea-breaks & certificate of attendance*

**EARLY BIRD Discount RM 1690 / participant for registration & payment received before 1st JULY 2009**

### Special Group Discount

**RM 1590 / participant for companies sending 3 participants at one go.**

**100% HRDF CLAIMABLE Under SBL Scheme**

### About The Facilitator

Dr Dawei Lu is a Senior Teaching Fellow at Warwick Manufacturing Group and achieved his PHD in Shanghai Jiao Tong University and MBA in Birmingham University.

He is a British nationality since 1988 and a member of CIPS (Chartered Institute of Purchasing & Supply) and POMS (Production & Operations Management Society).

Over the years Dr. Lu has participated and delivered seminars and consulting projects for many British and multinational companies including Rover, Allen Bradley, Rockwell, OMRON, British Steel (now Corus), Kodak (UK) and IBP. He has achieved a British Council Post-Doctoral Fellowship in 1988; a Rockwell Research Fellowship 1992; Registered a Design Patent on a new die-set design for injection mould in 1995; Received Royal Academy of Engineering Industrial Secondment Award in 1997.

Dr. Lu's research interest spans over supply chain dynamics, modelling and control; supplier – buyer relationship management; application of fuzzy cognitive maps in supply chain complexity and uncertainty research and etc. He also publishes his research work in Journals and conferences.

# Registration Form

## Advanced Purchasing & Supplier Management

Venue : \_\_\_\_\_

Date : \_\_\_\_\_

*Time: 9.00 am to 5.00 pm*

**Fax to 03 563 52 520**

Name of Company \_\_\_\_\_

Address \_\_\_\_\_

Contact Person \_\_\_\_\_

Job Title \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

Mobile \_\_\_\_\_ Email \_\_\_\_\_

Name of Participants: (Write In block letter)

\_\_\_\_\_ Job Title \_\_\_\_\_

\_\_\_\_\_ Job Title \_\_\_\_\_

\_\_\_\_\_ Job Title \_\_\_\_\_

\_\_\_\_\_ Job Title \_\_\_\_\_

**Ideapro Logix Sdn Bhd (634999 D)**

T1-L9-H, Tower 1, Boulevard Subang Jaya  
Jalan SS12/1, Wangsa Baiduri,  
47500 Subang Jaya, Selangor, Malaysia

**Tel 03 563 54113 Fax 03 563 52520**

Email: [biz@ideaprologix.net](mailto:biz@ideaprologix.net)

Web: [www.ideapro-logix.com](http://www.ideapro-logix.com)