



## DATES

August 11 - 12, 2020  
Tuesday - Wednesday  
9:00 am - 5:00 pm

## PROGRAM FEE

Php 11,800.00 (Early Eagle Rate  
until Jul. 28)  
Php 12,800.00 (Regular Rate)

## HOW TO REGISTER Online

[www.cce.ateneo.edu](http://www.cce.ateneo.edu)

## Email

[sales.cce@ateneo.edu](mailto:sales.cce@ateneo.edu)

## Call

(+632) 8840.2770

Schedules and prices may  
change without prior notice.

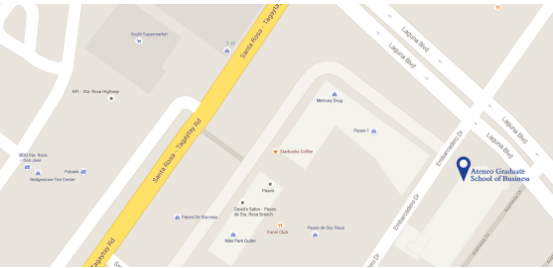
## Procurement and Sourcing Strategies

### Package inclusions:

- Program fee
- Training kit
- AM/PM snacks
- Lunch
- Certificate of course completion

### Venue:

Ateneo Graduate School of Business - Sta. Rosa  
Satellite 2F Paseo 3A Building, Brgy. Don Jose,  
Paseo de Sta. Rosa, Sta. Rosa City,  
Laguna, Philippines



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March 2, 2020



ATENEO DE MANILA UNIVERSITY  
GRADUATE SCHOOL OF BUSINESS



technology, quality & operations management

# Procurement and Sourcing Strategies

August 11 - 12, 2020

Ateneo Graduate School of Business  
STA. ROSA CAMPUS



CENTER FOR CONTINUING EDUCATION

**Procurement and Sourcing Strategies** is comprehensive two-day session designed to train you, as managers and staff, involved in the procurement function. This course will provide you tools and techniques in transforming your buying operations to a more responsive, strategic and value adding function.

# Procurement and Sourcing Strategies

## objectives

After the course, you will:

1. Define and explain the roles, responsibilities, and authorities of the purchasing function in a business enterprise and its impact to the rest of the organization;
2. Understand purchasing organization, ethics, and its relationship with the law;
3. Develop specifications and Statement of Work;
4. Learn how to identify, select, and evaluate vendors;
5. Recognize cost-price relationships and how prices are determined or set;
6. Identify the different tools for an efficient purchasing function;
7. Know how the purchasing function can contribute to the profitability of an organization;
8. Understand the strategic procurement planning process;
9. Identify the key elements of the strategic sourcing and understand how it can create a competitive advantage for a company;
10. Learn and implement sourcing strategies; and
11. Understand the different procurement and sourcing strategies as well as the tools for its implementation.

## who should attend

Personnel involved in procurement, demand and replenishment, logistics operation, and customer service functions of supply chain management



## resource person



**MR. JOSE EMMANUEL M. ESTRERA** is the founding Chairman of BizSolv Asia, MPC. Concurrently, he is also the Director and Senior Consultant of Global Procure-It, Inc. He has more than 25 years experience in the supply chain industry.

Prior to this, he built his career through posts, such as: Executive Vice President and Chief Operating Officer of True Value Hardware Corporation; Materials Director of Mondragon Leisure and Resorts Corporation; and Director for Logistics Monitoring Services of San Miguel Corporation. He is the founding President of the Central Luzon Chapter of the Philippine Institute for Supply Management (PISM) and Vice President of the Society of Fellows in Supply Management.

Mr. Estrera has a Bachelors degree in Chemical Engineering. He also took the Management Development Program from the Asian Institute of Management, where he was given the Superior Performance Award. He is a licensed chemical engineer, certified purchasing manager, and diplomate in supply management. Finally, he has received awards, such as: Gawad Sinop Award from PISM; and the Presidential Special Award for Professionalism from the Purchasing & Materials Management Association of the Philippines.

## program content

- I. **Understanding procurement in the corporate environment**
  - A. The procurement function
  - B. Organizing procurement
  - C. Procurement policies, systems, and processes
  - D. Setting specifications
  - E. Ethics in procurement
  - F. Procurement and the law
- II. **Markets from the view point of procurement**
  - A. Sources of supply
  - B. Understanding supply markets
  - C. Cost versus price
- III. **The transition from tactical to strategic procurement**
  - A. Tactical versus strategic procurement
  - B. The planning process
  - C. Procurement strategy areas
  - D. Strategic procurement tools
    1. Spend analysis
    2. Market analysis
    3. The 5-forces in supply market
    4. Sourcing Group matrix

## complementary courses

### Essentials in Managing Inventory

*April 16 - 17, 2020*

This is an intensive two-day workshop designed to train you, as logistics and supply chain practitioners, on essential inventory management techniques that will optimize inventory cost and improve service levels.

### Forecasting and Demand Management

*June 9 - 10, 2020*

This is an intensive two-day workshop designed to train you as managers and staff involved in sales, marketing, and operations planning, toward the development and application of a formal and accurate demand forecasting system.