

STAUFEN.

Practical purchasing skills

How to become a purchasing expert

实用采购技巧

如何成为一个采购专家

Beijing, May 20th-21st

09.00 am - 05.00 pm (2 days)

Language: Chinese

RMB 4800

北京, 5月20日21日

上午9点到下午5点 (2天)

语言: 中文

学费: 4800元

Many procurement organizations have not yet reached the required maturity level to achieve their demanding targets. To improve this situation, the practical purchasing capabilities of the employees have to be constantly further developed. This includes both soft and hard skills, which in combination are the key to success for every purchasing organization.

This comprehensive seminar offers an overview of useful methods and tools that help to improve the processes and performance in procurement. Next to theoretical class room training, the sharing of real case examples supports the understanding and the application of the acquired know-how.

Benefit for your daily business:

- Learn and understand how to optimize processes in procurement
- Understand how to define purchasing strategies
- Obtain and learn tools and methods about supplier identification
- Get to know methods for material cost analysis and inventory control
- Learn how to improve your negotiation skills

Agenda:

- > Purchasing organization and process
- > Purchasing strategy
- > Supplier identification
- > Material cost anylysis and approaches of cost reduction
- > Inventory control
- > Contract management
- > Negotiation skills

许多采购组织还没有达到所要求的成熟度以完成他们期望的目标。为了改善这种情况, 采购员的实用采购技巧必须进一步持续提升。这包括专业技巧和软实力, 这也是每一个采购组织成功的必备因素。此课程提供诸多强大的方法和工具来帮助提高采购的流程和表现。除了理论课程外, 实例的分享有助于直观的理解和更好地运用所需要的知识。

日常业务中的收益:

- 学会并理解如何优化您的采购组织和采购流程
- 理解如何去定义和发展采购策略
- 对于寻找供应商, 理解并掌握行之有效的方法
- 原材料成本分析和库存控制, 理解并掌握行之有效的方法
- 掌握如何提升您的谈判技巧

日程:

- > 采购组织和流程
- > 采购战略
- > 供应商识别
- > 原材料成本分析及成本降低的手段
- > 库存控制
- > 合同管理
- > 谈判技巧

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