

# General Management Program with Specialization in Purchasing Management

## Description

The GMP Program with Specialization in Purchasing Management focuses on the organizational aspects of purchasing for the success of which also management and leadership capabilities are crucial. Therefore the program combines purchasing management courses with business and leadership courses.

## Target group

The GMP Program with Specialization in Purchasing Management is targeted at purchasing managers and executives who wish to strengthen their strategic and leadership skills.

### Purchasing Courses (6 days)

- Purchasing Strategies (1 day)
- Purchasing Organizations (1 day)
- Purchasing Process; (1 day)
- Key Trends Impacting Purchasing (1 day)
- Innovation in Purchasing (1 day)
- Supply Chain Management and Sustainability (1 day)

### Business Courses (9 days)

- Measuring Organizational Performance (3 days)
- Customers and Markets (3 days) - **optional**
- Developing Competitive Advantage (3 days)
- Operations and Project Management (3 days)
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### Leadership Courses (7 days)

- Leading People (3 days)
- Leading Change (2 days)
- Developing Communication Skills (2 days)

**Price: 7.900 EUR** (GMP Certificate with the EIPM Specialisation in Purchasing Management)

**Option: 3.000 EUR** (Certificate of completion of individual Purchasing Management topics)

## Additional information

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## Admission Criteria

- A working level of English (verified in the interview)
- Relevant work experience
- A completed application form

# Schedule

## MODULE I – Opening of GMP and introduction on Sunday, May 7 at 18:00

Week I		Week II	
Thursday May 4, 2017	<b>Bernard Gracia</b> Purchasing Strategies	Monday, May 15, 2017	Vikas Tibrewala Customers and Markets <b>OPTIONAL</b>
Friday May 5, 2017	<b>Bernard Gracia</b> Purchasing Organizations	Tuesday, May 16, 2017	Vikas Tibrewala Customers and Markets <b>OPTIONAL</b>
Saturday May 6, 2017	<b>Bernard Gracia</b> Purchasing Processes	Wednesday, May 17, 2017	Vikas Tibrewala Customers and Markets <b>OPTIONAL</b>
Monday, May 8, 2017	<b>Lynn Isabella</b> Leading People	Thursday, May 18, 2017	<b>Salman Mufti</b> Developing Competitive Advantage
Tuesday, May 9, 2017	<b>Lynn Isabella</b> Leading People	Friday, May 19, 2017	<b>Salman Mufti</b> Developing Competitive Advantage
Wednesday, May 10, 2017	<b>Lynn Isabella</b> Leading People  <b>Introduction to projects</b>	Saturday, May 20, 2017	<b>Salman Mufti</b> Developing Competitive Advantage
Thursday, May 11, 2017	<b>Danny Szpiro</b> Measuring Organizational Performance		
Friday, May 12, 2017	<b>Danny Szpiro</b> Measuring Organizational Performance		
Saturday, May 13, 2017	<b>Danny Szpiro</b> Measuring Organizational Performance		

Participants attending GMP with Purchasing Management Specialization will be awarded the GMP Certificate with the EIPM Specialization in Purchasing Management. They will also, under the mentorship of program faculty, prepare a project dealing with an important business issue from his/her company.

## MODULE II, November 2017

Week I		Week II	
Monday, November 6, 2017	<b>Herve Legenvre</b> Key Trends Impacting Purchasing	Monday, November 13, 2017	<b>Mani Sandher</b> Developing Communication Skills
Tuesday, November 7, 2017	<b>Herve Legenvre</b> Innovation in Purchasing	Tuesday, November 14, 2017	<b>Mani Sandher</b> Developing Communication Skills
Wednesday, November 8, 2017	<b>Herve Legenvre</b> Innovation in Purchasing	Wednesday, November 15, 2017	<b>Nenad Filipović</b> Leading Change
Thursday, November 9, 2017	<b>Nick Wake</b> Operations and Project Management	Thursday, November 16, 2017	<b>Nenad Filipović</b> Leading Change
Friday, November 10, 2017	<b>Nick Wake</b> Operations and Project Management	Friday, November 17, 2017	Project Presentations with Mentors  Wrap-up and graduation ceremony
Saturday, November 11, 2017	<b>Nick Wake</b> Operations and Project Management		

### PARTICIPANTS' TESTIMONIALS

"IEDC GMP program is an exceptional experience. Topics, cases and all explanations from professors & lecturers are just the best. Their up to date knowledge and experiences are among most important things they can give you. Nevertheless the student networking must not be forgotten. A lot of practical experiences and tools used were shared between us. I highly recommend GMP program to anyone who wants to widen his/her knowledge and mind. Step out from daily routine and see your business from other perspective!" **Uroš Zupančič, Adria Mobil d.o.o.**

»GMP took place in a friendly and welcoming atmosphere. The whole course really made me think wider, it opens new perspective on business. I recommend it.« **Manca Arbajter, Krka d.d.**

»GMP program provided me with an insight into certain areas of business previously unknown to me. Moreover, it gave me an opportunity to network, learn through practical experience and the confidence to make future business decisions on a firmer basis. Through the mixture of cultures, views and knowledge present at the program I recognized business is not only about resources, products and companies but is translated into every day life throughout relationships and connections established between people. **Mateja Kastrevc, Adria Mobil d.o.o.**«

About the partnering institutions

## **Lead organizer: IEDC-Bled School of Management**

The IEDC–Bled School of Management, founded in 1986 as the first business school of its type in Central and Eastern Europe, is one of the leading international management development institutions in Europe. It is a place where leaders come to learn and reflect, an international center of excellence in management development, a business meeting point, and a unique place where works of art complement a creative environment for creative leadership. Some of the world’s most eminent professors and consultants teach at IEDC, and participants attend from all over the world. The total number of participants since the establishment stands at more than 75,000 from 80 countries. IEDC is an award winning school: In 2012 it was awarded an MBA innovation Award by AMBA, in 2010 its President Prof. Danica Purg was named International Educator of the Year by the AIB and in 2009 IEDC was named among the 100 top business schools in the world by the Aspen Institute Beyond Grey Pinstripes survey.

## **Content partner: EIPM (European Institute for Purchasing Management)**

EIPM is a pioneer in purchasing training in Europe and today stands as the leading Global Centre in Executive Procurement and Supply Management Education. Created over 20 years ago by leading companies, EIPM trains and educates each year more than 4000 purchasing professionals worldwide in nine different languages through its programs and partnerships. Currently with branches in Geneva and Shanghai and partnerships in Brazil, South Africa, Spain, Mexico, USA, the Nordic region and India, the Institute has developed a complete range of solutions to meet the training needs of its large base of international clients in all sectors of industry and service. Our methods and tools are consistent, efficient and cost-effective. We place our outstanding suite of tools and our expertise at the disposal of clients who aim at establishing leading-edge performances.

## **Expert and Marketing Partner: Purchasing Association of Slovenia**

ZNS was founded in 2003 as a non-profit, non-political, independent oriented organization with clear aim to develop a community of procurement executives and purchasing professionals with a common venue and to share ideas and best practices that address the needs and concerns of supply management professionals in Slovenia. As a leading Purchasing organization in Slovenia it has been working in the private and as well in the public sector and is a principal authority for matters concerning Purchasing in Slovenia. ZNS tackles strategic procurement and supply management issues and provides opportunities for the promotion of the profession and the expansion of professional skills and knowledge for individuals and companies.