

Programme on

Purchasing Management

- A Profit Centre (covers e-Procurement)

Friday, February 15, 2019 - 9.30 a.m. to 5.00 p.m.



Venue : Torrent-AMA Management Centre, Core-AMA Management House, AMA Complex, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

FOR WHOM: For Executives/ managers working in Purchasing, Supply Chain Management, Finance, or any one interacting with Purchase Deptt., Entrepreneurs/ Owners of Businesses

COURSE CONTENT

- **Purchasing a Profit Centre:** What is Right Purchasing ? P2P2P Cycle, Operational vs Strategic Purchasing, Role of Purchasing in Supply Chain/ Inventory management, Skills required in Purchasing
- **7 Rs:** How to Buy Materials of Right Quality, in Right Quantity, at Right Price, & from the Right Source?
- Price vs Total Acquisition Cost / Total Cost of Ownership
- **E- Procurement & Reverse Auctions.**
- **Modern Trends in Purchasing:** Spend Analysis & Management, Green Purchasing, SA-8000, P-Cards,
- Purchase Market Research (PMR)/ Supply Market Research (SMR)/ Reverse Marketing
- **Legal Aspects** of Purchasing: Important Terms in Purchasing, ADR Mechanism
- **INCO Terms 2010** in International Buying: **Case Study**
- **Strategic Sourcing &** Vendor Management: Vendor Rating, Vendor Satisfaction Index
- Vendor Improvement Programme (VIP), Supplier Relationship Management (SRM)
- **Negotiations Skills:** Cost Price Analysis: **Role Play**

FACULTY: Mr Ashok Sharma, Bachelor of Technology from the *Indian Institute of Technology (IIT, Delhi)* and MBA from the Faculty of Management Studies(FMS). **He successfully completed specialized programmes at the Wharton School of the University of Pennsylvania & the American Management Association, USA.** He has been a visiting faculty at several management institutes and has conducted over 1500 seminars.

He is a UN Certified and trained Trainer and has been practicing as a Management Consultant & Trainer for over a decade. He is the recipient of several awards; including a national award at the hands of Mr Pranab Mukherjee & Best Trainer Award from Chartered Institute of Logistics.

Earlier, he held senior positions and has **corporate experience of 35 years in various senior positions as Vice President, Blue Star Ltd, President, Pidilite Industries Limited, Whole Time Director, Mather & Platt Ltd and Chief Operating Officer, TechNova Imaging Systems Ltd.**

He is **Former President of Bombay Management Association (BMA) & International Federation of Purchasing & Materials Management, IFPMM (now headquartered at UK).**

Fee: Rs.1600/- per participant inclusive of GST. Concession for Member 10%, Patron Member 20%. Fee includes course fee, cost of reading material, lunch & refreshment. Cheque should be drawn in favour of "Ahmedabad Management Association". **If you wish to avail GST Credit, please provide your GST Number. Tax Invoice will be issued on receipt of your GSTN.**

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February 15, 2019

REGISTRATION FORM: Please fill-in and return this form along with participation fee to:

Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.

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E-mail: ama@amaindia.org • Website: www.amaindia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org

Cheque should be drawn in favour of "Ahmedabad Management Association".

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