



Certificate Course in
Purchase Management

4 Saturdays (5th, 12th, 19th & 26th August 2017) 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

Purchasing has had many transformational changes, which have made it from a clerical & routine activity into a strategic function. Purchasing deals with highest component of costs in manufacturing companies and fairly large amounts in service companies. Purchasing, if professionally done, has the highest potential for cost optimization and profit improvement in any enterprise. The modern approach is not to view Purchasing in isolation, but treat it as a subset of supply chains. Sourcing, locally and globally has become a key function, Purchase Market Intelligence & research are keys to success. Purchasing has become strategic. This programme is highly practical and interactive.

Program outline :

- 1. Overview of Purchasing :** Its functions and profit improvement potential
- 2. Purchasing as a subset of supply chain Management:** The key supply chain processes : Demand Management & Forecasting, Lead Time Analysis & Control,
- 3. The Role & Importance of Purchasing :** Purchasing Cycle/ Process, Purchasing Market Research. 7 Rs of Purchasing: Buying Materials of Right Quality, in Right Quantity, at Right Price, & from the Right Source.
- 4. Modern Trends in Purchasing-** Spend Analysis & Management, Green Purchasing, SA-8000, P-Cards, Lead Time Analysis & Management, Purchase Market Research (PMR)
- 5. E-Procurement :** Reverse Auctions, EDI: How does e-Procurement benefit?
- 6. Legal Aspects of Purchasing:** Indian Contracts Act & Indian Sale of Goods Act
- 7. Overseas Buying :** INCO Terms 2010 of the International Chamber of Commerce, Paris, Drafting International Contracts
- 8. Vendor Management & Rating:** Key Supplier Account Management, Supplier Relationship Management, Supplier Satisfaction measurement

9. **Negotiations:** Characteristics of Successful Negotiators. Strategies & Tactics.
10. **Purchasing's role in control of Inventory Management:** JIT/ Zero Inventory, Vendor Managed Inventory
11. **Financial Aspects:** Balance Sheet & Profit-&-Loss Account Statement.
12. **Risk Management** in Purchasing: Its importance & mitigation of risks.
13. **Human Resource development** for Materials & Supply Chain functions
14. **Role Plays.& Case Studies, Participants practices sharing**

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) & World President of International Federation of Purchasing & Materials Management, IFPMM (now headquartered at UK).** He has co-authored a book "Supply Chain Management", published by Tata McGraw Hill.

Registration Fee:

Rs.6400/- per participant inclusive of Service Tax. (Concession for members 10%, patron members 20%). Fee includes course fee, cost of reading material, lunch and refreshments. The cheque may please be drawn in the name of '**Ahmedabad Management Association.**'

Registration

Please send your registration along with participation fee to:

Ahmedabad Management Association

AMA Complex, Dr. Vikram Sarabhai Marg, Vastrapur, Ahmedabad 380 015

Phone:079-26308602,3, 4 & 5 • Mobile: 9537407187, 7069940917

Fax:079-26305692 • E-mail: ama@amaindia.org • Website: www.amaindia.org

Mobile App: AMA-Ahmedabad amaIndia.org



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REGISTRATION FORM:

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“Ahmedabad Management Association”.

Name(s)	Position
1. _____	_____
2. _____	_____
Organization:	_____
Address:	_____
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Telephone(s):	Mobile:
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