



LEADERSHIP AND PERFORMANCE MANAGEMENT IN PROCUREMENT & SUPPLY

19TH - 21ST MAY, 2021 | 18 CPD POINTS
OCEAN BEACH RESORT & SPA, MALINDI

TARGET GROUP

Procurement and Supply Chain Management professionals, Accounting Officers, Company CEOs and Managing Directors, Strategy executives, senior & mid-level managers in supply management logistics managers, production managers, suppliers, operations managers and administrators

INTRODUCTION

This workshop is designed to deliver techniques of leadership and influence that will enable strategists in procurement and supply functions to contribute to the achievement of the overall organizational strategy. Those working in the public sector will benefit from discussions on the strategic role and positioning of procurement under the Public Procurement and Asset Disposal Act (PPADA) 2015 and Public Procurement and Asset Disposal Regulations 2020

COURSE OBJECTIVES

By the end of the workshop participants should be able to:

- Align the procurement and supply function with the Public Procurement and Assets Disposal Act 2015 & the Regulations 2020.
- Contribute to formulation of procurement functional and organizational strategies.
- Design effective KPI's for the procurement & supply function
- Assess, improve and report procurement performance
- Demonstrate effective leadership for procurement & supply functions and teams.

COURSE DESCRIPTION

- 1. Overview of PPAD Act 2015 and PPAD Regulations 2020: A focus on leadership**
- 2. What differentiates leadership from management?**
 - Overview of management
 - Management principles
 - Leadership explained
 - Change leadership styles
 - The pacesetter leader
 - The affiliative leader
 - The coaching leader
 - Coercive leader
 - Democratic leader
 - Qualities that make a great leader
- 3. Managing Team Dynamics**
- 4. Linking procurement strategy with the overall organizational strategy**
 - Levels of organizational strategy
 - Corporate growth strategies
 - Porter's competitive strategy
 - Purchasing strategy at corporate and functional levels.
 - Global purchasing strategy

TRAINING FEES

Members: KShs. 51,500 + 16% VAT
Non-members: KShs. 56,500 + 16% VAT

5. Procurement Performance Management (PPM)

- Overview of Procurement Performance Management
- Procurement Performance Management framework
- Why Manage & Measure Procurement Performance?
- Procurement management work plans
- Establishing effective and efficient procurement systems
- Evaluating the procurement function.
- Goal setting and incentivizing procurement

6. Designing Procurement and Supply KPI's

- Internal Facing KPI's
 - Mean Time Between Failure (MTBF)
 - Procurement Cycle time
 - Payment processing time
- External Facing KPI's
 - Supplier Performance Management
 - Contract Compliance
- Cross Facing KPI's
 - Performance Based Contracting
 - Service Quality (against agreed SLAs)
 - Customer Service Response Time
 - Cost Containment & Cost Reduction

7. Incorporating Performance in Employment Contracts:

- Key inputs to Proactive contract management
- Steps to Making a Contract Performance Based
- Measuring "What is relevant?"
- Performance Based Partnerships
- Monitoring & Evaluation of Performance Based Contracts
- The Promises and Pitfalls of Performance Based Contracting
- Risk Management in Performance Based Contracting

8. Trends in Procurement Performance Management

- Spend Analysis: Managed Spend Vs Total Spend
- Demand Planning & Forecasting Accuracy
- Sustainable Sourcing Management
- Category Management
- Procurement Return on Investment (RoI)
- Collaborative Procurement
- Supplier Relationship Management (SRM)
- Customer Service Responsiveness
- Balanced Scorecards
- Benchmarking
- Ethics and Integrity

TRAINING DELIVERY

Sessions are interactive. Delivery will be through PowerPoint presentation, discussions, Q/A sessions, individual quizzes, exercises and Case scenarios.

ACCOMMODATION

Participants are required to make their own travel and accommodation arrangements.

TRAINING CERTIFICATE

An e-certificate of participation will be issued and workshop Presentations will be sent to participants via e-mail. KISM Members attending the workshop will earn 18 CPD points.

WORKSHOP BOOKINGS

Book your space online at www.kism.or.ke
For further workshop inquiries and registration, call +254 721 244 828
+254 717 004 842 or e-mail programs@kism.or.ke

COVID 19 PROTOCOL

1. Facemasks MUST be worn at all times inside the training room.
2. All participants will be subjected to mandatory body temperature check before entering the training hall.
3. 2.0M social distancing will be maintained throughout the training period.
4. Sufficient sanitizing facilities will be provided at the training venue.
5. Individual participants are urged to take personal responsibility to keep the virus at bay.
6. Individual participants are urged to ensure that the MOH guidelines on management of COVID 19 are observed at their chosen residential places.

PAYMENT OF WORKSHOP FEES

No participant will be admitted to the workshop without either of the following documents in regards to payment of the above training fees:

1. Bankers cheque (Personal cheques will not be accepted), Bank deposit slip, money order, Mpesa payment reference, evidence of funds transfer, any other evidence of payment.
2. LPO/LSO
3. A commitment letter, from the employer, listing the delegates sent to the workshop and a statement expressing commitment to pay the fees at a later date.



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