



Procurement Executive Development Programme

Why MCIPS

Enjoy greater rewards Procurement professionals who achieve MCIPS status earn more per annum than non-MCIPS colleagues in the same position.

Achieve your potential A professional qualification will enhance your skills and practices, and equip you with new ones, providing you with the skills you need to excel in a career in procurement and supply.

Gain a career advantage Studying for and gaining MCIPS demonstrates your serious intent and commitment to your career; a huge advantage when it comes to career progression.

Who are CIPS?

The Chartered Institute of Procurement & Supply (CIPS) is the worldwide centre of excellence for procurement and supply management. We use our expertise to ensure our training programmes are robust and relevant throughout the world.

CIPS is the chartered body dedicated to the procurement and supply profession. We set the standards giving credibility, expertise, knowledge and resources that are second to none.

Our global community of over 114,000 people in 150 countries range from those embarking on their careers, right through to Chief Procurement Officers and Board Directors.

Our training programmes are designed to meet the highest standards to ensure the profession can claim consistently high levels of workforce competence.

Why train with CIPS?

As the worldwide centre of excellence on procurement and supply management issues CIPS series of training programmes are aimed to help professionals deliver real strategic and sustainable value to their organisations.

MEMBERSHIP



CIPS membership provides a range of benefits designed to support your professional development, helping you and your organisation achieve all-round excellence in procurement and supply.



Achieving global excellence (?) A fully qualified member of CIPS (MCIPS) achieves an internationally recognised award dedicated to procurement and supply professionals. Being awarded MCIPS allows an individual to use the post nominals MCIPS.

MCIPS can be achieved through:

Studying for CIPS Professional qualifications

The CIPS Corporate Award for groups of professionals within a company

A CIPS accredited degree

The CIPS Management Entry Route (MER) for senior procurement professionals

Przemysław Wątroba, MCIPS, Procurement Department Director at PKO BP

"The Programme is definitely a must for Procurement Executives. You will be certain to enhance your knowledge and gather insights that you can apply immediately in your daily business environment. The Programme helped me to take a step back and have a 360-degree overview of my procurement activities so far. Looking into our competencies and knowledge through the requirements of CIPS and other experiences of participants, the programme is a very refreshing and in many aspects extremely useful reminder. Simon (the trainer) has vast experience in multinational organizations and was able to bring interesting case studies which helped anchor discussions between participating CPOs."

CIPS Global Standard

In 2014, CIPS launched the Global Standard for Procurement and Supply Chain, a comprehensive competency framework that sets the benchmark for what good looks like in procurement and supply at all levels and across all sectors.

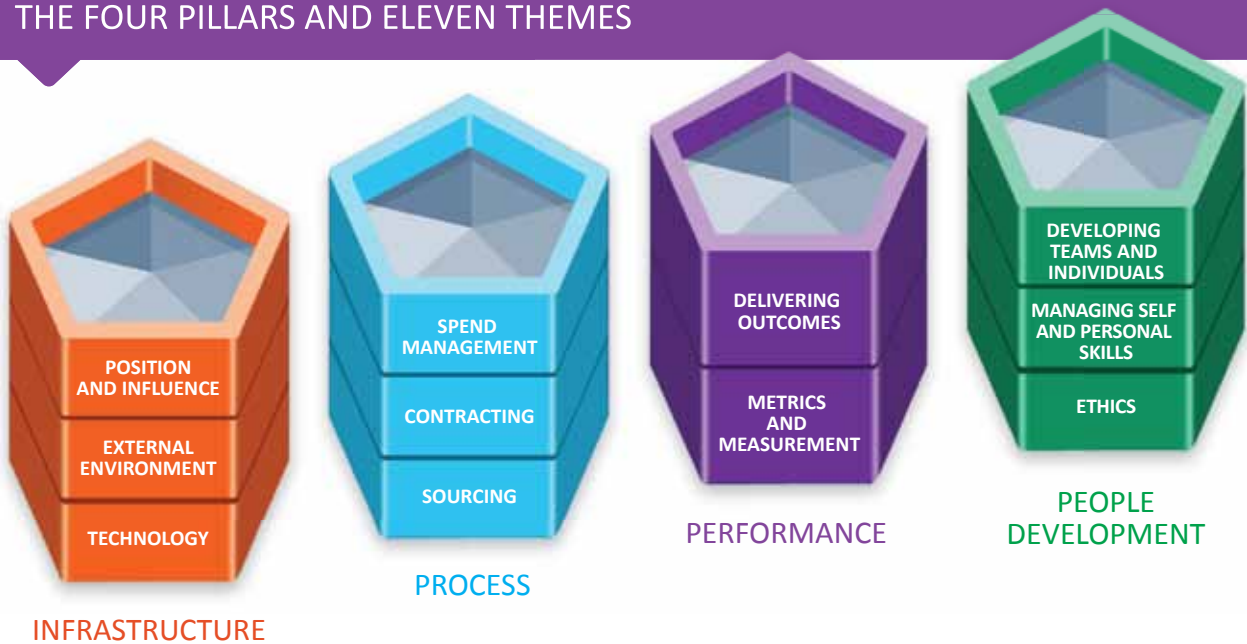
Based on extensive research with around 5000 procurement and supply professionals the interactive online tool allows users to find details of the knowledge and capability levels required at each level of competency from Tactical to Advanced Professional.

The four pillars (illustrated below) represent the essential areas for effective procurement and supply. Within each pillar, there are up to three themes, numbered from one to eleven.

**Jarosław Wojciechowski-Boruta Deputy CFO,
Procurement and Administration Director at P4 - Play**

"In a very competitive industry such as mobile communication, where margins are permanently under pressure, deep understanding of procurement best practices is vital to effectively support our colleagues from other departments in achieving company's business goals. This Programme supported me in structuring my knowledge and better binding theory with practice."

THE FOUR PILLARS AND ELEVEN THEMES



Structure of The Global Standard

The five levels of competency represent the core skills and tasks that individuals should be capable of within each theme. Through each pillar there are five levels of competency tactical - advanced professional.

Senior procurement and supply professionals will be operating at the Professional or the Advanced Professional level of the Standard, across all eleven themes. As such, CIPS have developed a range of specialist Executive Development courses aligned to the Standard.

THE FIVE LEVELS OF COMPETENCY

CIPS membership provides a range of benefits designed to support your professional development, helping you and your organisation achieve all-round excellence in procurement and supply.

Tactical

Applies key tasks associated with the work of procurement and supply.

Typical job roles

Administrative Assistant, Purchasing Assistant, Contract Administrators, Stock Controller, Inventory Planner

Operational

Provides advice and guidance to key stakeholders on the performance of organisational procedures and Processes connected with procurement and supply.

Typical job roles

Buyer, Procurement Executive, Specialist, Contracting Officer, Supply Chain Analyst, Logistics Analyst, Supply Chain Planner

Managerial

Develops, improves and fulfils organisational and functional objectives in procurement and supply.

Typical job roles

Senior Buyer, Chief Buyer, Category Manager, Contract Manager, Contract Officer, Logistics Manager, Supply Chain Executive

Professional

Formulates direction and advice, manages change, and leads and influences both internal and external stakeholders in Procurement and supply.

Typical job roles

Strategic Procurement Manager, Senior Category Manager, Supply Manager, Head of Logistics and Operations Manager

Advanced Professional

Leads procurement teams within an organisation and influences the board to adopt leading-edge procurement strategies and establish best practice. Influences supply markets with innovative sourcing solutions.

Typical job roles

Procurement Director, Supply Chain Manager, Commercial Director, Head of Sourcing, Chief Procurement Officer

Executive Development

At CIPS, our objective is to help senior executives to move onto an advanced phase of continuing professional development. Through our targeted high-level training, you will further professionalise and enhance your comprehensive insight into the key role of procurement, enabling you to drive your team and projects even more effectively.

PROGRAMME OUTLINE

We can provide personalised coaching support for Senior Procurement managers who strive to enhance and structure their knowledge. This would take the form of:

- **4 days of intense deep-dive strategic workshops** (2 sessions, 2 days each) on core Procurement topics, to refresh and deepen specialist knowledge in areas required in the CIPS Global Standard, as well as during interviews:
 - Infrastructure (Positional Influence, External Environment, Technology)
 - Process (Spend Management, Contracting, Sourcing)
 - Performance (Delivering Outcomes, Metrics and Measurement)
 - People Development (Developing Teams and Individuals, Developing Self and Personal Skills, Ethics)
- **a detailed 1-1 coaching session** (1 hour) to assess each participant's level of experience against the membership criteria,
- **a detailed 1-1 telephone feedback session** (1 hour) used to draw up a development plan to help the participants close knowledge or experience gaps,
- follow-up and remote coaching support during the development plan

Both workshops and coaching sessions will be delivered by Simon Steele, who is an accredited CIPS Assessor and has first-hand experience with the whole accreditation process, along with a dedicated Partner from PROFITIA.

Jacek Czapliński, Executive Director for Procurement at PKN ORLEN

"PKN ORLEN is the biggest company in Central Eastern Europe and due to its size and the very nature of oil industry, is exposed to numerous challenges in the supply chain. The PEDP programme focuses on global issues that are vital to Procurement and brings international perspective that I seek after in my work. I highly recommend it to all procurement executives who look for opportunities to network and expand their knowledge in that area."

Ideal candidate profile

This Executive Development programme is designed for procurement professionals operating within a senior strategic role i.e. Procurement Director, CPO, Head of Procurement.

- You typically have at least five years' experience at a senior level
- You are generally an upper middle to senior manager in the private and public sectors
- You are a decision maker with budget and situational sanctions
- You can also be working in education specialising in procurement and supply chain management
- Your responsibilities include both financial and personnel decisions

TUTOR

Simon Steele, FCIPS

Simon will facilitate all of the Executive Development training sessions, with the support of a Partners from PROFITIA Management Consultants.

Simon started his professional career at British Airways where he initially worked with Price Waterhouse in re-engineering the supply chain function and processes. Over a period of four years he undertook a variety of international roles both in materials management and strategic sourcing, his last position requiring him to manage two major outsourced businesses with associated responsibility for all scheduling, inventory management and procurement activities.

Simon continued his career with Glaxo Wellcome working in the area of procurement for new product development and later became involved in the integration of the two procurement functions during the merger with SmithKline Beecham. Following the completion of the merger, he was assigned the role of managing the subcontract of clinical development work globally and a team located in sites across Europe and US.

In his most recent role working with Reuters, a global provider of news and financial information, he has specialised in the area of smartsourcing and participated in a number of outsourcing projects. He has recently completed a major IT outsourcing project spanning 12 countries across Asia and the Pacific Rim, which has required him to lead and manage a team with diverse cultural backgrounds.

This broad range of experience across the procurement spectrum and several supply markets coupled with the familiarity of working within a global context has enabled him to gain a meaningful insight into how different organisations and cultures approach the different aspects of procurement and is reflected in his practical, adaptable and results orientated style.



Education and qualifications B.Sc. (Hons), MCIPS Simon holds a degree in combined Science from Lancaster University, and is a full Member of the Chartered Institute of Procurement and Supply. He holds a qualification in Marketing, where he specialised in Consumerism and Retailing.

Past editions

The first edition of the Procurement Executive Development Programme was organized between February – April 2015 and second between September –October 2015. We managed to gather a fantastic, diverse group of senior Procurement Executives from the following companies:

- PKN Orlen
- Sanofi Aventis
- mBank
- Bunge
- Millennium Bank
- EDF
- Lotos
- Bank PKO BP
- AVON
- Play
- Medcover

All Procurement Directors, the participants of the Programme had a chance not only to refresh and deepen their procurement knowledge, but also to share experiences and beliefs on the role of the function in their businesses and their competitive environment.

Jan Stasiak, Country Procurement Director at Bunge

“I appreciate the Programme for the chance to refresh, structurize and deepen my Procurement knowledge. I also enjoyed the chance to discuss Procurement issues with other participants - CPOs from a range of companies and industries. Ideas we exchanged were inspirational in my day-to-day business as the Country Head of Procurement at Bunge Poland”

Fees

The following features are including in the participation fee:

PROGRAMME / FEATURES	FEE PER PERSON
CIPS PEDP Workshop Preparation	3,500 GBP per person + VAT (19.600 PLN + VAT)
1st Session: 2 day CIPS PEDP Workshop Delivery 2 leaders	
A detailed 1-1 coaching session to assess each participant’s level of experience against the CIPS Global Standard (including feedback on the CV)	
2nd Session: 2 day CIPS PEDP Workshop Delivery 2 leaders	
A detailed 1-1 feedback session used to draw up a development plan to help the participants close knowledge or experience gaps to CIPS Global Standard	
Follow-up and remote coaching support during the development plan	
Workshop Delegate Materials (CIPS printed)	
Workshops venue, Catering	

Dates & Location

The workshops and coaching sessions will be held according to following schedule:

- **1st Training Session:** 27-28.09.2016
- **Coaching sessions 1:** – 1 hour coaching slots to be agreed individually with each participant
- **2nd Training Session:** 25-26.10.2016
- **Coaching sessions 2:** to be held via telco / Videoconference after Training Session 2, 1 hour coaching slots to be agreed individually with each participant

Training location: Profitia offices, Domaniewska 50a

SESSION 1 (DAYS 1-2)

- **Position and Influence**
 - Leading the Role of Procurement and Supply
 - Developing Strategy for Procurement and Supply within the Organisation
- **External Environment**
 - Contexts of Supply Chain Management
 - Managing challenges of Global Supply Chains
- **Technology**
 - Developing the use of Technology for Effective Procurement and Supply Chain Management
- **Spend Management**
 - Improving the Role of Procurement and Supply within the Organisation
- **Contracting**
 - Contracting the major programs and projects

SESSION 2 (DAYS 3-4)

- **Sourcing**
 - Developing global sourcing
- **Delivering Outcomes**
 - Achieving Supply Chain improvements
- **Metrics and Measurement**
 - Developing the Capabilities of the Supply Chain
- **Developing Teams and Individuals**
 - Effective Leaders in Procurement and Supply Chain
 - Leading and Influencing Stakeholders in Procurement and Supply
- **Managing Self and Personal Skills**
 - Develop your capabilities to lead procurement and Supply
- **Managing Self and Personal Skills**
 - Developing commitment to ethical practices in Supply Chain



Enrolment for the Programme starts now and will be conducted on a first-come, first-serve basis. We plan to close the participant list latest by mid- April 2016 (max. number of participants is 16 people).

For more information regarding the Programme and to confirm your participation, please contact:



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