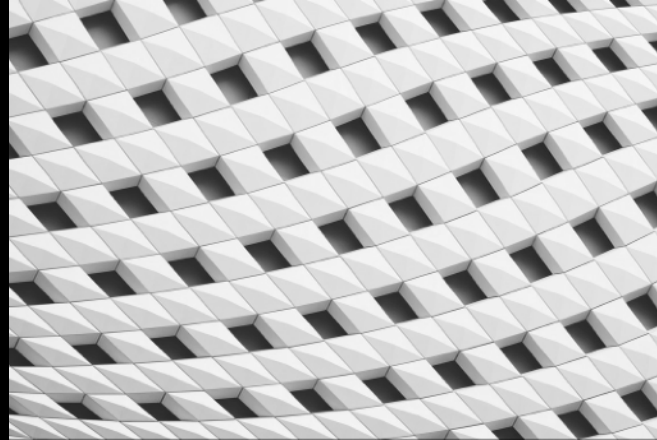


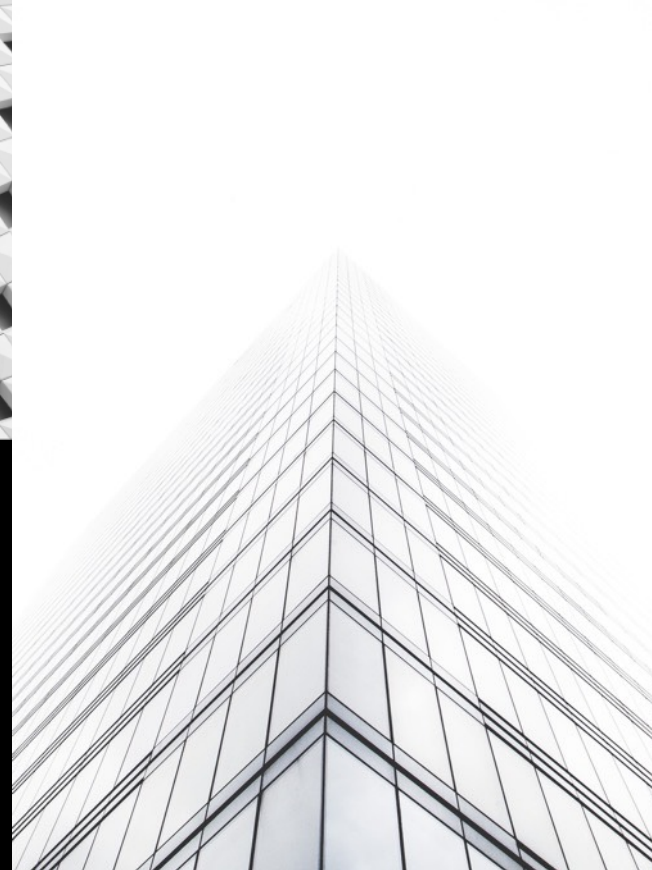
TARGET AUDIENCE

- Sourcing Professionals
(irrespective of role, experience level or industry)



SKILLS DEVELOPED

- Apply a consultative sourcing approach
- Demonstrate credibility as an advisor
- Build improved stakeholder relationships
- Manage conflicts of interest
- Present and defend recommendations
- And more...



STRUCTURE

DAY 1: FUNDAMENTAL SKILLS

- Anchoring a stakeholder collaboration
- The consultative sourcing mindset
- Structuring stakeholder interactions
- Dealing with resistance
- Delivering a sourcing project

DAY 2: ANALYTICAL TECHNIQUES

- Collecting stakeholder requirements
- Defining project scope
- Building and presenting an argument
- Defending a sourcing recommendation
- Managing stakeholder dissatisfaction

CONSULTATIVE SOURCING

In many industries the sourcing function is undergoing transformation. Sourcing professionals are being asked to adopt a more strategic role, to increase their advisory capability and to partner more closely with internal stakeholders. With this comes the need for increased efficiency and the ability to do more with less. The objective of this workshop is to equip sourcing professionals with the skills, attitudes and tactics required to

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partner with the business, to optimize the analytical leverage of sourcing competence and process, to deal with typical stakeholder-related obstacles and to maximize their added value. It is delivered on-site by an experienced consulting practitioner for a maximum of 15 participants.

REQUEST FULL DESCRIPTION

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