

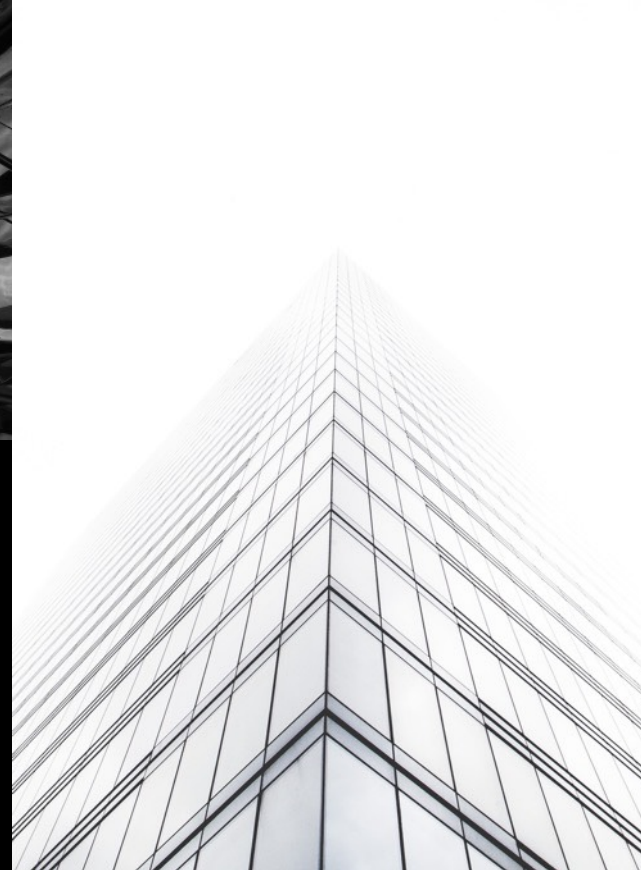
## TARGET AUDIENCE

- Experienced Sourcing Professionals working with senior business stakeholders
- Participants must have completed the pre-requisite workshop Consultative Sourcing Skills



## SKILLS DEVELOPED

- Leverage business intelligence
- Act confidently with senior stakeholders
- Collect, analyze & validate requirements
- Deal with conflicting & political agendas
- Formulate & present a sourcing proposal
- And more...



## STRUCTURE

- DAY 1: FRAMING THE BUSINESS NEED**
- Understanding the business context
  - Directing the stakeholder dialogue
  - Analyzing requirements
  - Calculating business impacts
- DAY 2: MANAGING STAKEHOLDERS**
- The senior stakeholder suite
  - Managing conflicting agendas
  - Formulating a sourcing proposal
  - Building a business case
- DAY 3: SECURING ACCEPTANCE**
- Presenting a sourcing proposal
  - Addressing stakeholder dissatisfaction
  - Securing acceptance

# ADVANCED CONSULTATIVE SOURCING

*Advanced Consultative Sourcing* is the second step in our consultative sourcing curriculum. Participants will further develop their skills to create a more strategic partnership with the business. Working closely with senior stakeholders they will explore an opportunity and provide guidance on the definition of sourcing requirements. Working across different business areas they will deal with conflicting stakeholder agendas, resolve conflicts

[www.spconsulting.se](http://www.spconsulting.se)

in business priorities and finally present a sourcing proposal that addresses the interests of the organization as a whole. The workshop is highly interactive and combines a rich mix of discussions and business simulations, both to challenge participants and to demonstrate industry best practice.

**REQUEST FULL DESCRIPTION**

SPCONSULTING