



भारतीय प्रबंध संस्थान कोषिकोड
Indian Institute of Management Kozhikode
Globalizing Indian Thought

Purchasing and Outsourcing

February 3-5, 2025 | IIMK



Overview

Recently, purchasing has emerged as one of the most important strategic areas of concern. Indian organizations have realized that innovations and best practices cannot only cut costs but also give them competitive advantage over their competitors. Further, a recent phenomenon has been to focus more on their core strengths while outsourcing non-core areas. Better management of outsourcing relationships can also permit a firm leverage the supplier's strengths thereby increasing its ability to deliver better value to its customer. However, doing so is not easy and requires special competency of executives involved in purchasing, materials management, stores, supply chain, and others. This Programme aims at developing such competency through better understanding of the complexity and the dynamics involved in managing the purchasing and outsourcing function.



Participants Profile

Executives with minimum of 3 years of experience in the purchasing, materials management, outsourcing, vendor relations managers, supply management, sourcing, executives dealing with outsourcing of services and the like.

Content

- Strategic role of purchasing
- Writing specifications
- Purchasing at right price
- Make or buy decisions/Outsourcing Decisions
- Capital item procurement
- Services Procurement
- Vendor rating
- Supplier Relationship Management
- Procurement Risk Management
- Ethical & Sustainability Issues in Procurement
- e-procurement
- Procurement contracts



Pedagogy

The Programme consists of classroom discussions, and case studies. The Programme will cover various analytical and innovative tools used for managing purchases and outsourcing in a global context. Case studies will focus on purchasing and outsourcing best practices and learning from the successes and the failures of past efforts.

Facilitator:



PROF. ASHUTOSH SARKAR
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Programme Fee:

Rs. 50000 (Residential),
Rs. 40000 (Non-Residential) + GST @ 18%



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