

# THE WORLD HAS CHANGED 'NEW' PURCHASING EXECUTIVE/BUYER



## THE WORLD HAS CHANGED

The IMPOSSIBLE Happened! A Worldwide Shut-down 2020; this CHANGES EVERYTHING in Purchasing and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

A PURCHASING RESET means our Strategic and Tactical Operations Change to Manage Staff Reduction, Supplier Consolidation, Difficult Stakeholders, Problem Solving for OTD, Cost Reduction and Self-Confidence – It requires a Paradigm Shift!

## SCOTS LEARNING OBJECTIVE

### Scots Skill ONE

TEN Creative 'Post-Covid 19' Purchasing Ideas to Persuade Supplier on Cost Down

### Scots Skill TWO

Propose and Implement Proactive Supplier OTD Strategies

### Scots Skill THREE

Vendor Selection Committee and Select /Justify AVL with Vendor Selection Toolkit!

### Scots Skill FOUR

Develop PRACTICAL Purchasing Negotiation Worksheet – Achieve Purchasing Cost Down and OTD Performance!

### Scots Skill FIVE

Develop Practical Purchasing Action Plan and Your Commitment to Implement!

### Scots Skill SIX

Achieve Post-Covid 19 Impact – 'Right' Buying Style to 'Right' Sales Professional!

### Scots Skill SEVEN

Post-Conflict Purchasing Feedback to User Department – Earn Team Respect!

## WHO SHOULD ATTEND?

Procurement, Purchasing, Material, Transport, Planners, Supply Chain, Project, Logistics, Inventory – Purchasing Executives, Buyers and People involved in Supply Chain Management



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The World Has Changed – New Purchasing Styles  
and Supplier Management!



## PART A – 'NEW' PURCHASING EXECUTIVE/BUYER – THE WORLD HAS CHANGED

1. **The Purchasing World Has Changed** – Diplomacy vs Threat, Limited Vendors, Vendor Relationship, Delays, etc.
2. **'NEW NORMAL' Purchasing Executive** – Fluctuating Orders, Vendor Support, New Priorities and Bargaining Power

## PART B – 'NEW NORMAL PURCHASING' and PURCHASING MINDSET CHANGE

1. **'NEW' COST DOWN STRATEGY – POST-COVID 19 COST PRESSURE**
  - A. **Purchasing Cost Analysis Post-Covid 19** – Direct/Indirect Materials, Equipments, Servicing, etc.
  - B. **'NEW' Purchasing Cost Down Strategies** – Consumption Discount, Make/Buy, Consolidation, Outsourcing, etc.
  - C. **Scots Skill ONE** – TEN Creative 'Post-Covid 19' Purchasing Ideas to Persuade Supplier on Cost Down
2. **'NEW' OTD and EXPEDITING STRATEGY – 'NEW' SUPPLIER PROBLEMS**
  - A. **'NEW' Proactive OTD Strategies** – Consignment, 'Floating' Stocks, VMI, Key Influencer, etc.
  - B. **Purchasing Executive/Buyer in RIGHT PIC Expediting** – Supplier Staff Position, Years, Degree of Influence, etc.
  - C. **Scots Skill TWO** – Propose and Implement Proactive Supplier OTD Strategies
3. **KEY VENDOR REDUCTION STRATEGY – INCREASE BARGAINING POWER**
  - A. **Select 'Preferred Vendor'** – Selection Toolkit (Selection Criteria, Weighting, Evaluation, Rating/Weighting)
  - B. **Present NEW Key Vendor List for Approval** – Roll out NEW AVL and Monitor Vendor Performance!
  - C. **Scots Skill THREE** – Vendor Selection Committee and Select /Justify AVL with Vendor Selection Toolkit!
4. **'NEW' PURCHASING NEGOTIATION STRATEGY**
  - A. **Creative Negotiation Strategy** – Creative Ideas on Major/Minor Criteria, Trade-off, Gambits, etc.
  - B. **Pre-Negotiation Planning and User/Management Discussion** – Salient Points and Impactful Negotiation Flow
  - C. **Scots Skill FOUR** – Develop Negotiation Worksheet – Discuss and Confirm with Management Negotiation Goals!

## Part C – PURCHASING EXECUTIVE 'NEW' WORKING RELATIONSHIP

5. **'NEW' PURCHASING EXECUTIVE STYLES with SUPPLIERS**
  - A. **'Change' Purchasing Buying Style** – Win Vendor OVER (Autocratic, Interactive, Team and Superior)
  - B. **Manage 'Difficult' Vendor PIC** – FIVE Ideas to tackle Aggressive and Work-to-Rule Sales Professionals
  - C. **Scots Skill FIVE** – Achieve Post-Covid 19 Impact – 'Right' Buying Style to 'Right' Sales Professional!
6. **'NEW' PURCHASING/COLLEAGUE WORKING RELATIONSHIP**
  - A. **Post-Covid 19 Pressure from Difficult Colleagues** – High Expectations, Unfair Demands and New Challenges!
  - B. **Systematic Steps to Handle Difficult Colleagues** – Getting them what they need by Giving Solutions vs Problems!
  - C. **Scots Skill SIX** – Post-Conflict Purchasing Feedback to User Department – Earn Team Respect!

## Part D – PURCHASING POST-COVID 19 PLAN IMPLEMENTATION

7. **ANNUAL PURCHASING PLAN and PURCHASING ACTION PLAN**
  - A. **Achieve Purchasing Performance 2021** – REVISED/NEW Cost Down, Delivery, Inventory and Quality Objectives
  - B. **Develop and Implement Purchasing Action Plan** – Your Goals, Task, Deadlines, Resources and PIC
  - C. **Scots Skill SEVEN** – Develop Practical Purchasing Action Plan and Your Commitment to Implement!