



purchasingpractice
Corporate procurement made simple

“Corporate Procurement Made Simple” For Practitioners

- There has never been a better time to be in Procurement. However procurement is still fighting for higher recognition in many organizations, and is still viewed by many at board level as a cost centre with no traceable added value. The result is that many procurement departments are constantly bypassed by stakeholders, starved of investment and resources by management, and are under constant pressure to "justify" their existence, or are regarded at board level as a "necessary evil".
- Today procurement must align itself with the business and learn to speak the board language. Its people must demonstrate entrepreneurial skills, learn to network and market purchasing, demonstrate procurement excellence, as well as learning to master internal politics and influencing skills.
- Purchasing Practice can help you to gain the recognition procurement deserves in your organization by helping you:
 - ✓ Market and Promote procurement more effectively.
 - ✓ Align procurement to the wider organization
 - ✓ Organize procurement more effectively to deliver a valued contribution to your organization
 - ✓ Develop robust processes proven world wide by leading international organizations
 - ✓ Increase the confidence of your team and develop more powerful team behaviours