

Online Training Advanced Purchasing Skills

8 - 11 September 2020 // Modular digital training across four days

How does it work?



Fully digital platform

All sessions will be accessed online from your computer, tablet or mobile, giving you the ability to attend from any location



Up-to-date expert insights

Learn from market leaders as they unveil the complexity of the petrochemicals industry and impact of recent events on you and your business



High-levels of engagement

Boost knowledge retention with in-session activities such as live polls, Q&A and interactive discussions, putting your learning into practice through value chain exercises



Suitable for all

Whether you are a new entrant or just someone who just needs an industry refresher, this course is perfect for providing you with essential information to help with your job

Meet the trainer



James Ray
Senior Consultant, ICIS

- James has worked in the plastics industry, for private equity firms in manufacturing, and recycling, with roles in operations, engineering, sales, purchasing, and general management. Since 2012, He has worked with ICIS bringing in wealth of business advisory experience in the following areas:
- ICIS Consulting on multi-billion dollar investments
- Sales & Purchasing Contract advisory over billions of dollars in sales & purchases
- Supply & demand analysis, price forecasting
- Planning, scheduling & management of key projects
- Operation cost modelling & activity based costing systems
- Quality systems management, assessment/adjustment
- James is also a regular speaker at industry conferences and other training courses at ICIS, and holds a six sigma black belt and lean manufacturing.

Follow James on: **LinkedIn**

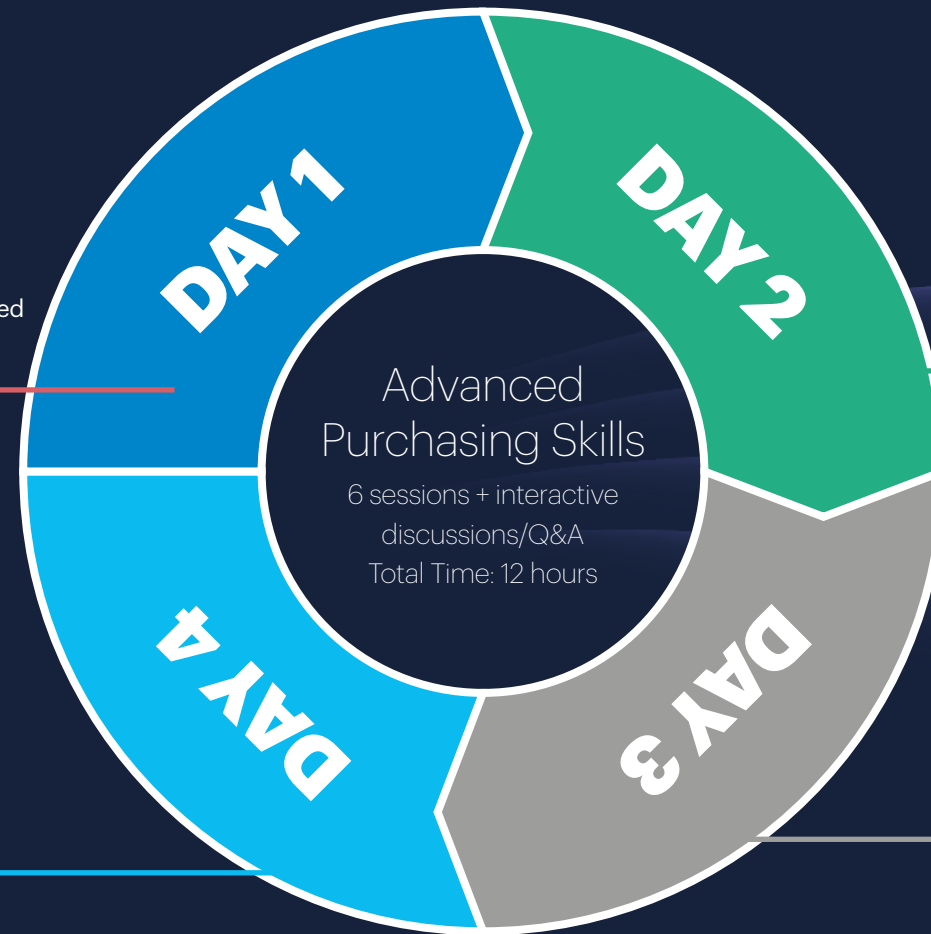
Course format

Day 1

- Petrochemical value chains and their inter-relationship
- In-depth insight on regional and global market dynamics
- Introduction to opportunity analysis - a tool for identifying and ranking based on returns, effort and success probability

Day 4

- Execution: Strategy alignment, tracking to plan, purchasing procedures, RFQ process and more
- Evaluation: Analysing performance metrics



Day 2

- Comparative outlook: Price history vs market or formula
- Contract model - legal and mathematical
- Insight on price and cost models

Day 3

- Strategy development
- Spend classification and risk management
- Strategic sourcing and improving supplier cooperation

*All modules include interactive sessions

Why should you attend?

- **Make better decisions** as the course provide you with in-depth market insights helping you make more informed business decisions
- **Level up your purchasing skills** by expanding your knowledge into a wide range of techniques you can apply as you buy, sell or trade chemicals
- **Improve your strategic planning** as the course provides wealth of practical information and negotiation techniques
- **Minimise cost, mitigate risks and maximise profit** by carefully aligning your strategies, execution plans and evaluation metrics throughout the purchasing journey

Be part of the first-ever Advanced Purchasing Skills online training course!

Reinforce your industry knowledge while building a community of experts as you join us this September. The course include sessions allowing you to interact with the trainers and other participants. Hear and learn from like-minded peers and takeaway invaluable insights to help you achieve your business targets.