

The business environment for purchasing and supply May 03-May 07 2011

INTERNATIONAL CERTIFICATE IN PURCHASING IN SUPPLY AIM

To provide an understanding of the immediate business environment which affects the organisation and the individual in business activities.

RATIONALE

Organisations and individuals are affected by a number of internal and external pressures. Some of these pressures can be controlled and some cannot. The organisation and the individual must be able to understand the effects of these pressures on the purchasing and supply function, and be able to respond to them.

1. Types of organisations

- Organisational objectives - private and public sectors
- The types of economy: planned economy, market economy, mixed economy
- The sectors of an economy: primary, secondary and service sectors

LEARNING OUTCOMES

In the assessment the candidate may be required to:

- Outline the three types of economy
- Distinguish between public and private sector organisations and understand the influences involved
- Explain the impact of privatisation policies
- Describe the different business sectors and their role within the business environment
- Distinguish between the trends in different business sectors

2. Corporate strategy

- Strategic planning
- Three levels of strategy: corporate, business and functional
- Generic corporate strategies: diversification, withdrawal, consolidation, market penetration, mergers and acquisitions, joint developments and strategic alliances
- Competition in the marketplace
- Product development

LEARNING OUTCOMES

In the assessment the candidate may be required to:

- Show a basic understanding of the determination of business strategies
- Explain the effect of different market conditions (ie pure, imperfect and monopoly)
- Describe the product development process and show an understanding of the product life cycle
- Outline the advantages and disadvantages of horizontal, backwards and forwards integration

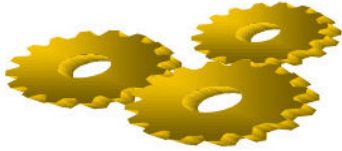
3. Organisational structure and culture

- Types of organisational structure
- Centralised and decentralised functions
- Organisational cultures

LEARNING OUTCOMES

In the assessment the candidate may be required to:

- Define the different organisational structures and how they are managed
- Demonstrate an understanding of the implications of organisational structure
- Outline the advantages and disadvantages of centralised and decentralised functions
- Explain how organisations differ in terms of culture



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4. Information systems

- a. The purchasing system
- b. IT systems
- c. eProcurement - electronic data interchange (EDI)

LEARNING OUTCOMES

In the assessment the candidate may be required to:

- i) Outline the advantages and disadvantages of manual and computer-based purchasing systems
- ii) Demonstrate their understanding of the purchasing process
- iii) Identify the main requirements of a purchasing IT system
- iv) Describe how IT will help their organisations in the future

5. Corporate policies and initiatives

- a. Quality management
- b. Environmental policy
- c. Human resources policy

LEARNING OUTCOMES

In the assessment the candidate may be required to:

- i) Demonstrate an understanding of quality issues and their effect on purchasing decisions and total cost
- ii) Explain 'total quality management' and the continuous improvement philosophy
- iii) Describe the implications for business success of adopting environmental standards
- iv) Demonstrate an understanding of human resource issues such as grievance procedures, discrimination and health and safety

Course Fees

Option 1 : P3,585 .00(including vat) With course book, tuition, presentation slides, lunch and refreshments.

Option 2 :P3,304.00 (including vat) With presantation slides, tuition, lunch snd refreshments

To register or reserve your place Contact us at:

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