



PARTNERSHIP SOURCING



Course Information

Course Name	Partnership Sourcing
Course Designer	World Wide Industrial and Systems Engineers
Course Category	Enterprise Development
Course Duration	3 days
Cost of Course	R7 500,00 per delegate (excluding 15% VAT)

Course Overview

Those who attend learn how to select both the Customers and Suppliers that will enhance and improve the sustainability of their business. Here we create greater buying power to ultimately create highly selling power capability, and more negotiable power and more profitability.

Partnership Sourcing is a new concept, it is the result of professionally handling Outsourcing and maturing the concept.

Enterprise Development - Partnership Sourcing

<p>Who should attend?</p>	<ul style="list-style-type: none"> Procurement and Supply Chain Managers, Supplier Relationship Managers, Contract Managers, Buyers (Junior to Senior), Purchasing Clerks, Team Leaders, Cross-functional team members, Commercial Specialist
<p>Course Objectives</p>	<p>Creating Partnership Sourcing:</p> <ul style="list-style-type: none"> Identifying partners. Reviewing their performance. Defining the relationship; tangible objectives. Commitment, agreeing common objectives. Building the relationship. Points to make it work; what to do, what to consider, what should result. <p>Guidelines for Agreement:</p> <ul style="list-style-type: none"> 17 new concept guidelines. Common questions of concern, with answers. Reasons of collaboration. <p>Practical Guidelines to Self-Assessment of Partnership Sourcing:</p> <ul style="list-style-type: none"> A self-assessment model. A score plan as the purchaser. A score plan as the supplier.
<p>Benefits</p>	<ul style="list-style-type: none"> Those who attend will be able to implement partnership sourcing into their organisations and direct their organisations to improve their purchasing functions with gains for the entire supply stream and establish the long-term relationships.

Course Content

<p>Course Modules</p>	<ul style="list-style-type: none"> Key Points of Writing Executive Summaries The Four Major Points Emphasising Summarising Common Mistakes How-To Involve Careful Writing
<p>Certification</p>	<ul style="list-style-type: none"> All delegates who successfully pass the assessment over 60% will be issued with a certificate of competence. If you receive lower than 60% a certificate of attendance will be issued.

Assessments

- An Assessment at the end of the course will be required.
- A minimum of 60% is to be achieved to attain a Competence Certificate.
- If you achieve lower than 60% but get between 40 – 59% a second attempt will become available.
- If you get lower than 40% and fail the second attempt, you will need to re-purchase the course.
- An attendance certificate is awarded to you regardless of a pass or fail.

About WWiSE

Who are we?

World Wide Industrial & Systems Engineers (WWiSE) is an ISO/OHSAS consultancy, training, business solutions and systems implementation firm based in Southern Africa that provides clients with effective business processes and Safety, Health, Environmental and Quality (SHEQ) management solutions in preparation for ISO and OHSAS compliance. The solutions we provide and implement allow our clients to compete favourably in modern competitive business environments, locally and internationally. We also strive to be the leading training providers in SHEQ, ISO, Engineering, Finance, Business and Project Management.

What do we do?

Our services are aimed at the improvement of quality, efficiency, knowledge and competitiveness of client companies. The service range includes:

- ISO and SHEQ Systems implementation services whereby we assist client companies in meeting the requirements of ISO 9001, 14001, 22000, 31000, 27001, 20000-1, 50001 and ISO 45001 standards.
- Integrated Management Systems development whereby we integrate several business systems and quality management solutions into a single management system to comply with various quality and safety standards.

- Training of all employees (Shop Floor to Executive Management) in the fields of SHEQ, Engineering, Finance, Business and Project Management to meet the job responsibilities and expertise requirements of International Standards.
- ISO, OHSAS Legal auditing which includes gap analysis audits, product, process, procedural, and systems auditing by our registered SAATCA auditors.
- Customised web-based solutions integrating current systems to be in line with ISO and OHSAS requirements

We are a Level 1 BBBEE Contributor that specialises in systems development, consultancy, training and auditing.