

# Management Development Programme



## Strategic Purchasing and Vendor Development

January 16 - 18, 2017

MDI Campus, Gurgaon



**MDI**  
GURGAON

Management  
Development  
Institute

## Background

Purchasing has always stood on the boundary of the firm, looking outside and scanning the environment for new opportunities and threats. When dealing with suppliers, sub-optimization must be prevented because it is very tempting to make price the central issue in negotiations. Strategic purchasing and supply management is more than just negotiating a deal with suppliers. It is about managing supplier relationships in such a way that suppliers actively support the company's overall business strategy and value proposition. It is about fostering a climate where suppliers are challenged to continuously improve their performance and added value added. It is about integrating suppliers in the company's overall business processes to boost productivity. It is about developing the physical and information infrastructure to enable these new ways of working.

This training programme will deliver a multifaceted view of the activities that contribute to a holistic understanding of purchasing management, and how purchasing contributes to general corporate performance.

## Objectives

This programme would assist participants

- To understand fundamentals of purchasing management
- To understand sourcing policy for insourcing vs. outsourcing decision
- To understand how early supplier involvement can lead to supply chain effectiveness
- To understand recent trends in purchasing
- To understand purchasing development model

## Contents

- Introduction to Purchasing Management
- Towards Strategic Sourcing
- Supplier Evaluation & Selection
- Outsourcing & Contract Management
- Supplier Development & Integration
- e-Sourcing and recent trends in purchasing

## For Whom

This programme is designed for executives in charge of purchasing, vendor development, supplier relationship management, sourcing policy and buying.

## Faculty

Core faculty of MDI and experts in this field will facilitate discussions and share their experience.

## Venue & Duration

The programme is scheduled during January 16-18, 2017 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurgaon. Accommodation for participants would be available at MDI campus from the afternoon of January 15, 2017 to the forenoon of January 19, 2017.

## Discount Policy

With a view to our long term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions:

1. 10% Discount against 3-5 nominations
2. 20% Discount against more than 5 nominations

## Registration & Fee

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details.

The fee of the program is **Rs. 36,000/- (Rupees Thirty Six Thousand only)** per participant which includes professional fee and all charges for lodging and boarding and supply of course materials. **Service Tax as applicable will be charged extra in addition to the programme fee.** Payment should be made by a crossed Demand Draft/Cheque/NEFT/RTGS in favour of "Management Development Institute, Gurgaon (Haryana)", and send to the Chief Administrative Officer (Programmes), Management Development Institute, Sukhrali, Mehrauli Road, Sector-17, Gurgaon 122001, Haryana, INDIA.

## Important Dates

The last date for receipt of nominations is January 09, 2017 and the last date for withdrawal of nominations is January 12, 2017. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

**Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.**

## Enquiry

For any Additional information / enquiry, please write to:

Chief Administrative Officer (Programmes),  
Management Development Institute,

Post Box No. 60, MDI Campus, Mehrauli Road, Sector – 17, Gurgaon – 122 001, Haryana, INDIA

E-mail : caomdp@mdi.ac.in

Tel No. : +91-124-4560004

## Campus

Direct Tel : +91-124-4560004, 4560534, 4560550

Tel Nos. : +91-124-4560000, 2340173

Fax Nos. : +91-124-4560005

E-mail : caomdp@mdi.ac.in

Website : <http://www.mdi.ac.in>

## Faculty Profile:

**Prof. (Dr.) Manoj K Srivastava**  
**email: mks@mdi.ac.in**  
**Tel: 0124-4560377**

Prof. (Dr.) Manoj K. Srivastava is Area Chairperson and Associate Professor of Operations Management at Management Development Institute, Gurgaon. He obtained his B.E. (Mechanical Engineering) from IIT-Roorkee in 1993 and M.Tech. (Management and Systems) from IIT-Delhi in 1995. He received his Ph.D. in Supply Chain Management from BITS-Pilani. Prior to join MDI-Gurgaon, he was faculty in Management Department at BITS-Pilani. He has handled various positions at MDI like Chairman of Executive Management Programme, Chairman of Alumni Affairs and Placement Coordinator for Executive Programmes. He has been recipient of four excellence awards at MDI, namely Best Trainer (2008-09), Best Teacher (2009-10), Best Teacher (2011-12) and Best Trainer (2012-13) in last five years.

He is having 17 years rich experience in management teaching, training, consulting and research. His research interests are in Supply Chain Performance Management, e-SCM, Project Management, Operations Strategy, Decision Sciences and Service Operations Management. He offers courses and sessions on topics like Operations Management, Logistics & Supply Chain Management, Project Management, Strategic Sourcing, Lean Manufacturing, Performance Measurement Systems, Emerging Technologies, Disruptive Innovation, New Product Development, Creative Problem Solving, Managing Services, Balanced Scorecard, Best Practice Benchmarking, Smart Warehouse & Inventory Management, Operations Excellence, Kaizen & 5S for Visual Workplace and Strategic Decision Making in various long and short term programmes, both in academic and training mode.

He has taken training sessions in on-campus and in-company MDPs conducted for executives of various companies like Nestle India Ltd., Wipro, ACC Limited, ABB, EXL Service, Perfetti Van Melle, Jones Lang LaSalle, Religare, Areva, Samsung, SAS-India, Hewitt International, Jindal Steel, Bajaj Auto Ltd., Hindustan Zinc Ltd., Punj Lloyd, Chambal Fertilizers, Petronet LNG Limited, NK Minda Group, DCM Shriram, Roche Pharma, Fortis Healthcare, Eli Lilly, Corporation Bank, Canara Bank, Punjab National Bank, Bank of Rajasthan, Oriental Bank of Commerce, IndianOil Corporation Ltd. (IOCL), Oil and Natural Gas Corporation (ONGC), National Thermal Power Corporation, (NTPC), Punjab State Electricity Board (PSEB), Bharat Electronics Limited (BEL), LIC of India, Indian Armed Forces, Food Corporation of India (FCI), JSW Energy Ltd., Electronics Corporation of India Limited (ECIL), Central Warehouse Corporation (CWC), Department of Atomic Energy (DAE), Assam Civil Services, Department of Science and Technology (DST), Department of Posts (Ministry of Communications & Information Technology, Government of India), Geological Survey of India (GSI), Confederation of Indian Industry (CII), Border Security Force (BSF), Central Public Works Department (CPWD, Ministry of Urban Development, Government of India), Defence Research & Development Organization (DRDO, Ministry of Defence, Government of India), National Cooperative Development Corporation (NCDC), Airports Authority of India (AAI), AGI Glaspac, Genpact-India, Mahindra & Mahindra, Indian Statistical Services (ISS) and Advanced mid-career training programme for IRS officers (Additional and Joint Commissioners of Income Tax).

He has been Programme Director for more than 95 MDPs as well, namely Bharat Electronics Limited (BEL), Advanced mid-career training programme (Overseas, Duke University-USA) for IRS officers, Indian Armed Forces, ONGC (Overseas, Groningen, Antwerp, Paris and Frankfurt), Corporation Bank, Central Warehouse Corporation (CWC), NK Minda Group, Punj Lloyd, Defence Research & Development Organization (DRDO), Airports Authority of India (AAI) and Global Executive MBA Programme, India Module (in partnership with HHL Leipzig Graduate School of Management, Germany and EADA, Spain). He has also designed and delivered customized training programme as resource person for companies like Petronet LNG Limited, Jones Lang LaSalle, Samsung, SAS-India, Hewitt International, Perfetti Van Melle, Eli Lilly, IndianOil Corporation Ltd. (IOCL), JSW Energy Ltd., Genpact-India and Bajaj Auto Ltd.

He is visiting professor at IIM-Ranchi, IIM-Kashipur and COD-Hyderabad for Supply Chain Management and Operations Management courses. He is also associated with many consulting assignments in the area of Operations and Supply Chain Management and developing training modules for the client by assessing their training needs. He has guided more than 160 dissertations in management field for the students of various post-graduate programmes. He has published research papers in supply chain field and authored study material on World Class Manufacturing.

**Prof. S. Chatterjee**  
**email: s.chatterjee@mdi.ac.in**  
**Tel: 0124-4560177**

Prof. S. Chatterjee is presently Professor in the Operations Management Area at MDI, Gurgaon. Prior to this he was teaching and consulting in the same area at the Administrative Staff College of India, Hyderabad since 2002. He is a mechanical engineer from BITS, Pilani and has obtained his PGDM from IIM, Bangalore. He has thereafter obtained his PhD in Materials Management from, Barkatullah University, Bhopal while working with Bharat Heavy Electricals Limited (BHEL) at Bhopal.

He began his professional career with TELCO, Pune where he worked for a period of two years in the production and maintenance departments. Thereafter he worked with BHEL at its Bhopal Plant for 17 years. While in industry Prof. S. Chatterjee maintained close links with the academic world and was visiting faculty to IIM, Indore and the Indian Institute of Forest Management, Bhopal. He has also conducted programmes on materials management for Confederation of Indian Industry at New Delhi, for IPCL at Vadodara, and for Tata Telecom & ITC at Hyderabad.

Prof. S. Chatterjee has also authored a book – “Applied Materials Management” published by M/s Sage Publications India Private Ltd which has been well received both by practicing professionals in the area and by management schools. At present he is Dean (Faculty & Special Initiatives) at MDI. He has executed a number of Consultancy assignments, the major ones amongst them being the Restructuring of the Directorate General of Foreign Trade, Restructuring of Engineers India Limited, Work Study of Banking Hall Activities of Reserve Bank of India, Mumbai and Manpower Assessment for Hyderabad Traffic Police.



## About MDI

The Management Development Institute (MDI) was established in 1973 with the active support of IFCI following an initial grant received from KFW, West Germany. The Institute soon established itself as one of the earliest centers for continuing education in India.

As an endorsement of its front runner position in the field of Post Graduate Education in Management in India, MDI's PGPM (a two-year full time MBA equivalent program) has been awarded "A" Grade by the National Board of Accreditation of All India Council for Technical Education (AICTE). Various surveys have ranked MDI among the top B-schools of the Country. The MDI is the first Indian B-school with Global accreditation AMBA-Association of MBAs, UK. The education programs comprise of two-year full-time PGPM, PGP-HR, PGP-IM, 15-month Executive PGDBM, three-year Executive Management Program, Doctoral level FPM I EFPM, Post Graduate Program in Energy Management, and PG Diploma in Public Policy and Management. In addition to its academic programs, MDI has been a pioneer as well as a market leader in the area of continuing education in management. With over 43 years in this field, MDI conducts nearly 200 weeks of intensive short-term training programs each year, aimed at executives and managers from industry. Over 3000 managers participate in these programs each year. These include open programs, as well as customized organization specific training modules. The approach integrates latest knowledge with best practices through integrated business school activities enabling organizations in pursuit of excellence'.

MDI offers consulting services in the different functional areas of management. The driving force at MDI is a dedicated team of distinguished faculty who has extensive experience and expertise in diverse fields. Over the years, there has been distinctive shift in emphasis from helping design and implement policies, systems and processes in functional domains to cross-functional domains. The institute is recognized by the industry (public and private). Central and State governments, and NGOs and is known for providing quality services to its clients. MDI always strives to provide high quality, cost-effective and timely services to the clients. It has remained contemporary through its primary focus on research, adapting to change and developing innovative strategies to facilitate the process of change in the dynamic business environment. The institute's clients say that it has been able to add value to them by bringing in a strong cross-functional emphasis in their approach to carry out business.

As part of its strong research focus, MDI supports the following research initiatives:

- Centre for Supply Chain Management
- Centre for Excellence in Information Management
- Centre for Entrepreneurship
- Centre for Transformational Leadership
- Centre for Corporate Governance
- Centre for Responsible Business
- Centre for Positive Scholarship

MDI maintains high level of academic excellence in management. It has over 80 full-time faculties who have several years of experience

having worked at senior positions in the industry. The faculty is thus able to deliver a healthy mix of practical insights and academic rigor in the classroom. MDI also has strong links with leading international B-schools. This aids in delivering a globalized management curriculum. As part of the global initiatives, student and faculty exchanges go on regularly. Joint research projects are also undertaken. Above all, MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 60,000 volumes, and online access to international journals, a computer center with over 500 PCs, air conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities.

### MDI's International Partners

MDI has active linkages with McGill University, Canada, University of Waterloo, Waterloo, School of Public Policy, George Mason University, USA, University of Connecticut, USA, Cambridge College, Massachusetts, USA, DeGroote School of Business, McMaster University, Canada, Robert H. Smith School of Business, University of Maryland, USA, Marquette University, Wisconsin, USA, Bentley College, USA, The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA, North Carolina State University, Raleigh, North Carolina, USA, ESCP-EAP, France, EOHEC Business School, France, The Institute d'Etudes Politiques de Paris (Sciences-Po), IAE Aix-en Provence, France, Total Professors Association (TPA), Paris, Grenoble Ecole de Management, Grenoble, Bergische Universitat Wuppertal, Wuppertal, HHL Leipzig Graduate School of Management, Leipzig, International University in Germany, Bruchsal, European Business School - Oestrich-Winkel, Frankfurt School of Finance & Management, Frankfurt, Vienna University of Eco. & Business Administration, Austria, Copenhagen Business School, Denmark, Aarhus School of Business, Denmark, Solvay Business School, Brussels, The Faculty of Applied Economics, University of Antwerp, Belgium, BI Norwegian School of Management, Norway, Unlversua Carlo Cattaneo. (LIUC), Italy, Bocconi University, Milano, Warsaw School of Economics, Poland, Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw, Middlesex University, London, UK, School of Management, Asian Institute of Technology, Thailand, Queensland University of Technology, Brisbane, University of the Free State, Bloemfontein, University of Otago, Dunedin, Leon Recanati Graduate School of Business Administration, LAHAV Executive Education Centre, Faculty of Management, Tel-Aviv University, Tel-Aviv, Israel, University of Tampere, Finland, Lahore University of Management Sciences (WMS), Pakistan, RSM Erasmus University, Rotterdam, Athens University of Economics and Business, Athens, Moscow International Higher Business School "MIRBIS", Moscow, Huazhong University of Science and Technology (HUST), School of Management, China. These linkages operate in the domains of exchange of students, faculty and knowledge. Some executive education programs are co-designed and delivered along with our partners. MDI now has developed a new niche market for foreign institutions in conducting international executive development programs at MDI campus.



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Mehrauli Road, Sukhrali, Gurgaon 122001, Haryana (India)  
Direct Tel. : (+91-124) 4560004, 4560534, 4560550  
Tel No. : (+91-124-4560000, 2340173, Ext. 5534, 5550, 5004  
Fax Nos. : +91-124-4560005  
E-mail: caomdp@mdi.ac.in, website: www.mdi.ac.in