



GOA INSTITUTE OF MANAGEMENT
PORIEM CAMPUS, SANQUELIM, GOA
0832 - 2366700/10

MANAGEMENT DEVELOPMENT PROGRAMMES



2-day MDP on Strategic Sourcing

Sourcing comprises of business processes for purchase of goods and services. Effective sourcing processes within a firm can significantly improve profits for the firm

18th & 19th Nov.2022 | Offline In-Campus |

Executive Certificate from GIM

Overview

Sourcing comprises of business processes for purchase of goods and services. Effective sourcing processes within a firm can significantly improve profits for the firm.

This MDP focuses on the following topics:

- The role of Sourcing
- In-house or Outsource
- Supplier Scoring and Assessment
- Good Negotiators are made not born-How?
- Procurement Costing and Should Cost Modelling
- The Procurement Process

Last date of registration

15.11.2022

Duration

2 Days – 4 Sessions
10 AM to 5 PM

Format

Offline : In-campus



Who Can Attend?

Target Audience

Entry Level: Mid-Management
Supply Chain Managers/Executives
Procurement Managers/Executives

Area Specific –

- Operations
- Supply Chain
- Logistics
- Sourcing
- Procurement
- Materials

Sector/Industry Specific –No

Additional inputs to give more knowledge
of the Target Audience: Not required



Highlights/Outcomes

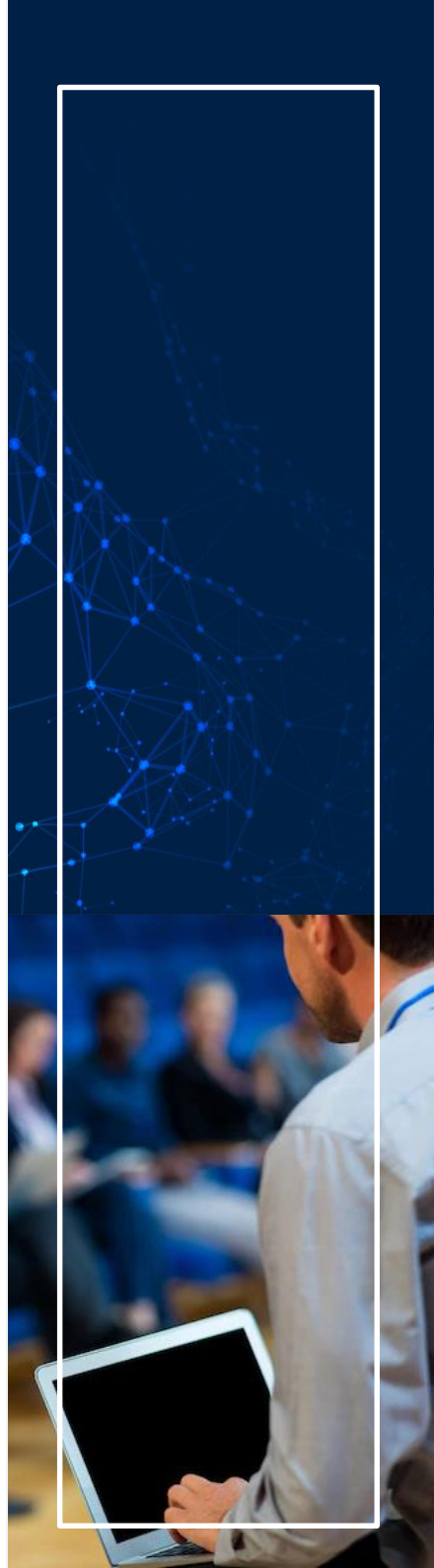
Learning Objectives

Participants to understand:

- Relevance of the Sourcing function in the Totality of Business
- Discuss factors that influence the Outsourcing decisions
- Identify dimensions of supplier performance that affect the total cost
- Scope of cost saving within the Sourcing function
- Techniques for successful negotiation with Vendors
- Categorization of products and services and identification of the desired focus in each case

Pedagogy

- Lectures
- Presentations
- Case studies
- Group work



Programme Mentor

Dr.Raj Amonkar
Associate Professor
Goa Institute of Management



Dr. Raj V. Amonkar is a Ph.D. from BITS Pilani, KK Birla Goa campus with a Post Graduate Diploma in Operations Management from Indira Gandhi National Open University and B.Tech. in chemical engineering from Indian Institute of Technology, Banaras Hindu University. Raj attended the Process Business Management Programme at the University of Warwick, UK, and also completed the Supply Manager Course at Syngenta's Supply Chain Academy.

Prior to joining Goa Institute of Management, Dr. Raj had over 26 years of industrial experience with reputed organizations in the areas of Global Logistics and Supply Chain (including Production and Supply Chain Planning, Supply Chain Design, Vendor Scheduling, Export-Import, Warehouse/Stores, Inventory Control and Dispatch, Distribution Safety and Compliance)

Programme Mentor

Dr. Andy Silveira
Adjunct Faculty
Goa Institute of Management

Andy Silveira has twelve years of industry experience in Learning and Development in several organizations, such as, Deloitte and J.P. Morgan. He has spearheaded several initiatives around Lesbian, Gay, Bisexual and Transgender Inclusion.

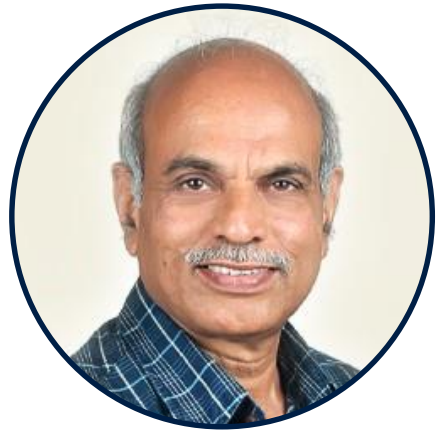


Courses taught: Communication,
Management Communication,
Introduction to Film, History of English
Literature, Queer Studies

Programme Mentor

Dr. Suhas Rane
(BE, Ph.D. (SCM))

Dr. Rane is a veteran in the field of supply chain and operations management with over 28 years of corporate experience. His topics of interest are operations management, supply chain management, quality design management, contract management, and vendor strategies, Supply chain network design, etc. He is a corporate trainer and a visiting faculty to many leading management schools in India.



Corporate Experience

VP (Projects), Soji Group (1996 – 2000)

Senior Manager, Pidilite Industries (Fevicol) (1992 – 1994)

Deputy Materials Manager, Tata Motors (HO – Mumbai, India) (1977 – 1992)

Course Fees

Programme Fees: INR 15000 + 18% GST

The course fee covers 2 days of accommodation on a twin sharing basis, all meals, study material, and training kit. It does not include airport transfers, taxes, recreation etc.

The registration fees can be transferred through NEFT/IMPS. Following are the bank details:

Bank Account Number: **23611450000016**

Beneficiary Name: Goa Institute of Management Bank Name:
HDFC Bank (Sanquelim Branch) IFSC Code: **HDFC0002361**

Account Type: Savings Account

UPI/Gpay/PayTM



[Click here](#)

FOR **REGISTRATIONS**

**MDP OFFICE
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About GIM

Goa Institute of Management was established in the year 1993. It is an autonomous management school situated in Goa and affiliated to AICTE with accreditation by the NBA. This 29-year-old Institution offers a 2-year full-time flagship PGDM program to students. It also provides PGDM-Healthcare Management, PGDM- Big Data Analytics PGDM-Banking, Insurance and Financial Service, and Online MBA (PGDM) courses.

Executive Learning @ GIM

The Management Development Programme (MDP) at GIM provides an intense and transformative learning experience designed to fit the requirements of seasoned mid-career executives. The program helps equip the participants with critical capabilities to succeed in an ever-changing global business environment.