



Asia Masters Center

Strategic Leadership for Future Vision and Administrative Plans Preparation and Achievement





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➔ Course Objective

- Develop a strategic sourcing strategy that achieves tangible results
- Implement the strategic sourcing strategy to maximize total cost savings
- Assess and prioritize opportunities for savings
- Establish processes to manage performance of the strategic sourcing contract
- Apply best practices and lessons learned in strategic sourcing efforts

➔ Target Audience

- managers
- senior buyers
- project managers, civil engineers
- construction managers
- contractors, sub-contractors
- site engineers, senior management
- government agencies
- architects, construction professionals
- anyone responsible for purchasing at a senior level who seeks to enhance their skills further.
- Purchasing and supply chain managers
Project managers



Course Outline

Day 1

- **Introduction to Strategy and Business Analysis**
- What is the link between Strategy and Business Analysis?
- Definitions, concepts and key terms
- What makes a strategy successful?
- Performance measures and strategic alignment
- Governance and Information Management

Day 2

- **How is Business Strategy Formulated?**
- Vision and values, mission and goals
- Analyse external environment
- Business capability analysis
- Assess strategic fit and formulate strategy options
- Strategy Maps and The Balanced Scorecard
- Using the Business Model Canvas

Day 3

- **Strategic Planning Best Practice Whilst Avoiding the Pitfalls**
- The strategy life-cycle and the problem of strategic drift
- Getting innovative thinking into the organization
- The potentially negative dimensions of success
- How to avoid “paralysis by analysis”
- Overcoming inability to evaluate fresh ideas, denying the truth and thinking inside the box
- The critical importance of good Planning Team dynamics
- Mini-case and group discussion – “How and why a good organization can go bad”



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Day 4

- **Personal Strategic Planning**
- Applying strategic tools and techniques to the individual
- Personal goal setting, creating a personal strategic plan
- Implementing change – achieving progress as a strategic manager
- The mix of competencies and personal skills required in 21st century business
- Executing strategy – how to break it down and get it done
- Developing inspiration and gathering support
- Overcoming adversity by leveraging your skills and building on success
- Conclusion – a personal role in the strategic planning and goal setting processes

Day 5

- **Defining and Developing Effective Sourcing Strategies**
- Defining Procurement Excellence
- Tactical versus Strategic Sourcing
- Strategic Sourcing Benefits
- The Strategic Sourcing Process
- Develop a Strategic Sourcing Plan
- Develop the Acquisition Strategy

Day 6

- **Supply Management Analysis and Techniques used in Strategic Sourcing**
- Procurement Analysis and Classification
- Evaluate and Prioritize Commodities
- Strategic Cost Management
- Principles of Cost and Value Management.
- Understanding the Total Cost of Ownership



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- Purchasing Analysis Tools and Techniques

Day 7

- **Sourcing Path Selection (Competition or Collaborative Supplier Development) and Supplier Performance Management**
- Analyse the Supply Market and Identification of Preferred Supplier(s)
- Supplier Development and the Strategic Sourcing Process
- Proposal Solicitation and Evaluation
- Negotiation Strategy – Competitive vs. Collaborative
- The Importance of Supplier Performance Management
- Developing and Maintaining Long-term Supplier Relationships

Day 8

- **Strategy Analysis**
- Introduction to Strategy Analysis in a Business Analysis Context
- Analyze current state
- Define future state
- Assess risks
- Define change strategy
- Strategy analysis case study

Day 9

- **Putting Analysis, Requirements and Design into Action**
- Developing strategic thinking capability
- Practicing interaction skills
- Additional tools and techniques
- Case study: putting business analysis into practice
- Identifying Business Analysis Performance Improvements
- Commitment to action



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Day 10

- **Solutions and Perspectives**
 - How to analyse, value and recommend solutions
 - Analysing performance measures
 - Agile perspective
 - Business Intelligence perspective
 - Business Architecture
 - Business Process Manageme
 - The design of financial models for forecasting and decision-making
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- **The Feature Of Asia Master Training And Development Center**
 - we pick up the customer from the airport to the hotel.
 - we give the participant training bag includes all the necessary tools for the course.
 - Working within groups to achieve the best results.
 - All our courses are confirmed and we do not postpone or cancel the courses regardless of the number of participants in the course.
 - We can assist you in booking hotels at discounted prices if you wish to book through us.
 - We offer the certificate from Asia Masters Center for Training and Administrative Development.



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➔ The Cost Of The Training Program Includes The Following:

- 1) Scientific article on flash memory.
- 2) Training Room.
- 3) Training.
- 4) Coffee break.
- 5) The training bag includes all the tools for the course.

Price (USD)

Communicate with the training department
to know the participation fees

➤ **There are offers and discounts for groups**

The details of the bank account

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