

Procurement Academy Course Catalogue



SEPA

Strategic
Extended
Partnership
Agreement



MAERSK



Procurement Course Overview

Virtual

- [Supplier Relationship Management](#)
- [Sourcing Concepts & Techniques](#)
- [Virtual Negotiation](#)

Classroom

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Classroom/Virtual

- [Stakeholder Management](#)
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- [Team Dynamics](#)
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e-Learning

- [Introduction to Contracting](#)
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Live Virtual Facilitator Led Session Framework

Introduction Session on MS Teams

Break the ice, understand audience expectations from the workshop and get an overview of the virtual journey.

Submissions & Timelines

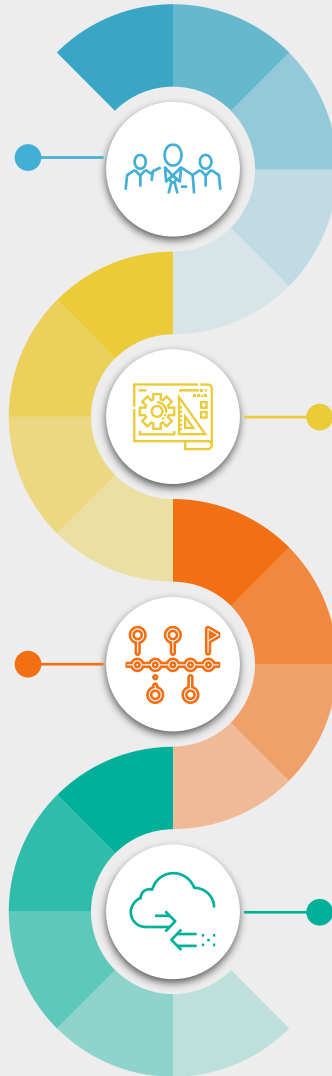
Completion or submission of pre-work and assignments within the timelines is non-negotiable. The timelines in the virtual format are critical as our trainers curate the content specifically to meet your expectations from the workshop. Trainers need time to prepare, to make the time you invest worthwhile.

Pre-work

This has been specifically designed for each course to ensure training effectiveness. This could include; filling a survey, taking an e-Learning, watching a video, making notes for a case study and so on.

Follow-up Sessions on MS Teams

Depending on the nature and content of the course there are several follow-up sessions. Wherever possible, it is kept lean with minimum sessions and duration. This is more than just information flow – dialogue, exchange of ideas, sharing experiences, roleplays and of course addressing your queries. So, show up with your cameras on!



Supplier Relationship Management



COURSE SUMMARY

At Maersk, we like to work with our suppliers as 'Partners'. We believe our partner relationship is worthwhile and requires mutual trust. We work with larger interest of organization at heart. SRM has a rock-solid place in contributing to competitive advantage, for our customers, for us, for our contributing suppliers.

In this course, sharpen your skills, gain fresh insights, benefit from practical tips & playbooks to leverage suppliers' capabilities and generate more value. "Amplify mutuality, not distrust" – Anil Joshi



COURSE OBJECTIVES

- Understand the benefits of SRM for customers & suppliers
- Be on top of the SRM trends and its future
- Structured way to segment & manage suppliers based on business needs
- Apply a model to assess the best fit supplier relationships levels
- Gain insights to skills to increase your impact & influence in managing strategic relationships
- Use a practical tool for assessing & managing behaviors & impacting attractivity
- Benefit from a daily behavioral playbook for SRM success
- Be ready to take your skills to the next level



TARGET AUDIENCE

All levels of Procurement or Non-Procurement professionals who are wanting more out of relations with suppliers



COURSE DURATION

3 days across 3/4 weeks



FACILITATOR

Splendid Tiger



PRICE

\$1,150



PLACE

Virtual



Sourcing Concepts & Techniques

COURSE SUMMARY



Gain knowledge and insight into sourcing tools and techniques through the Six Sourcing Steps. And understand how to apply the tools and techniques relevant for your role and your organisation.

You will be introduced to the elements of Strategic Sourcing, including; Spend mapping and definition of baseline, Total Cost of Ownership, Idea generation sessions, Supplier Economics, Market and Workshops, Request for Quotation and Best of Benchmark, and Category management.



COURSE OBJECTIVES

Become able to:

- Actively contribute to the process in and around the work in a strategic sourcing group.
- Know, understand and use the Six Sourcing Steps in a sourcing project.
- Build up your own business case



TARGET AUDIENCE

Employees who are:

- Running sourcing projects
- Regularly using RFx and/or auctions where scenario optimization and advanced business rules and cost modelling are needed



COURSE DURATION

2 days across 4 weeks



FACILITATOR

Maersk Procurement



PRICE

\$600



PLACE

Virtual



Virtual Negotiation



COURSE SUMMARY

Improve your ability to succeed in commercial negotiations through several theories and strategies combined with past experiences from a multitude of negotiations conducted by the trainer.

You will be introduced to different types and styles of negotiations with a focus on preparation and behavior during negotiations. And through the case practiced during the session you will put your learnings into perspective.



COURSE OBJECTIVES

Get better equipped in dealing with suppliers and clients at the negotiation table



TARGET AUDIENCE

- Participants need a minimum of 1 year experience in commercial negotiations where multiple variables are negotiated simultaneously
- Can be from different organizational areas, i.e., Sales, Technical, Legal, Procurement



COURSE DURATION

3 days across 3 weeks



FACILITATOR

Maersk Procurement



PRICE

\$600



PLACE

Virtual



Negotiation 1-day

COURSE SUMMARY



Improve your ability to succeed in commercial negotiations through several theories and strategies combined with past experiences from a multitude of negotiations conducted by the trainer.

You will be introduced to different types and styles of negotiations with a focus on preparation and behavior during negotiations. And through the case practiced during the session you will put your learnings into perspective.



COURSE OBJECTIVES

Get better equipped in dealing with suppliers and clients at the negotiation table



TARGET AUDIENCE

- Participants need a minimum of 1 year experience in commercial negotiations where multiple variables are negotiated simultaneously
- Can be from different organizational areas, i.e., Sales, Technical, Legal, Procurement



COURSE DURATION

1 day



FACILITATOR

Maersk Procurement



PRICE

\$450



PLACE

Classroom



Negotiation 3-days



COURSE SUMMARY

Get a deeper understanding of the dynamics of supplier and client negotiations explained by experienced negotiators from Maersk Procurement. Learn about different types and styles of negotiations and how to prepare as well as conduct and best behave during negotiations. The workshop combines theory with past experiences from a multitude of negotiations conducted by the trainers as well as cases to be practiced during the session.



COURSE OBJECTIVES

Get more from the deal at hand through deeper understanding of the methods used in effective negotiating



TARGET AUDIENCE

Employees in a Procurement or Sales role with at least 3 years experience within complex negotiations where multiple variables are traded over several rounds of negotiations/meetings



COURSE DURATION

3 days



FACILITATOR

Maersk Procurement



PRICE

\$1,150



PLACE

Classroom



Category Management Excellence

COURSE SUMMARY



Understand the Plan-to-Strategy Process within the Procurement Framework and learn to apply the relevant processes, tools and templates to your own Procurement Categories. Get analytical insights during the Plan-to-Strategy process on stakeholders, internal demand, suppliers and supply markets and internal practices



COURSE OBJECTIVES

Understand and learn:

- Key concepts and elements of developing a Category Strategy
- How to use and apply the Procurement Handbook and the Lever Selection Tool Bull's Eye
- How to manage and address all spend within Procurement Categories



TARGET AUDIENCE

- Category Managers
- Other employees working within Category Management
- Employees with an active role in the Plan-to-Strategy process

A pre-requisite for attending the course is ownership of a specific category or spend area



COURSE DURATION

2 full days in classroom / 4 weeks virtual



FACILITATOR

Maersk Procurement



PRICE

\$600



PLACE

Classroom/Virtual upon request



Leading Procurement Projects



COURSE SUMMARY

Understand execution methods and plans on a practical everyday level and add new Project Management tools to your existing toolbox. You get to work with specific leadership tools related to the planning and execution process as well as (in)formal leadership tools.

This training is action-oriented, with learning and reflections both inside and outside the classroom. You will work with your own project during the course, and there will be individual coaching sessions 3-4 weeks after.



COURSE OBJECTIVES

Understand and learn:

- How to implement and continuously maintain structure and overview of your projects
- Capabilities within leading projects and execution professionally in Procurement



TARGET AUDIENCE

Experienced Project Managers who drive and lead procurement projects daily, and/or have completed the *Project Management for Procurement* training



COURSE DURATION

2 full days in classroom / 4 weeks virtual



FACILITATOR

Implement Consulting Group



PRICE

\$1050



PLACE

Classroom/Virtual upon request



Project Management for Procurement

COURSE SUMMARY



Gain knowledge on how to improve the way you drive projects, performance, effectiveness and throughput. The training programme is designed to provide you with all the fundamental PM tools and personal skills to effectively plan, communicate and execute projects. To maximise the organisational effect and learning, the training programme is action-oriented with learning and reflections both inside and outside the classroom. In groups you will work with real projects during the course.



COURSE OBJECTIVES

Become:

- Familiar with and have acquired solid skills in 'best practice' project management tools and concepts in the most fundamental PMI project management competence areas
- Able to analyse project characteristics and apply frequently used project management tools accordingly



TARGET AUDIENCE

All employees in a Procurement function who want to improve their project management skills



COURSE DURATION

2 full days in classroom / 4 weeks virtual



FACILITATOR

Implement Consulting Group



PRICE

\$1050



PLACE

Classroom/Virtual upon request



Stakeholder Management



COURSE SUMMARY

Changing from lectures to individual/group task and to personal profiling and feedback, you will get to understand what Stakeholder Management truly is.

You will complete and understand your DiSC profile, including you and your stakeholders' natural preferences and how to build good relationships through the right Communication strategy.



COURSE OBJECTIVES

Demonstrate improved skills in stimulating relations during communication situations by:

- Getting an insight into own communication style and behaviour
- Reading the partners motives
- Balancing own style of communication to the partner
- Creating a good atmosphere during the communication by adapting own behaviour
- Getting higher buy-in on new ideas and solutions and create more win-win situations



TARGET AUDIENCE

Employees with Stakeholder Management responsibilities



COURSE DURATION

1 day in classroom / 2 days virtual



FACILITATOR

Maersk Procurement



PRICE

\$450



PLACE

Classroom/Virtual upon request



Structured Thinking & Creative Problem Solving

COURSE SUMMARY



Think differently by putting logic and structure into your communications through a simple, scalable and structured framework for solving problems, generating ideas, making recommendations and enabling great decision-making.

By the end of this course, you will gain:

- A permanently different way of thinking
- A strong foundation within problem solving based on best practice processes, tools and principles
- An ability to formulate the right conclusions, deciding the point that you want to make and getting the structure right before you start to write/speak
- The skill to communicate insights in a way that involves the reader or listener and encourages them to agree with your conclusions because of your impeccable logic
- An ability to generate, analyse and evaluate ideas using creative solutions



COURSE OBJECTIVES



TARGET AUDIENCE

Procurement employees who are responsible for projects or analytical work



COURSE DURATION

2 days in classroom / 4 days virtual



FACILITATOR

Maersk Procurement



PRICE

\$600



PLACE

Classroom/Virtual upon request



Team Dynamics



COURSE SUMMARY

This training is the opportunity for you as a Team to get to know and understand yourselves as well as your colleagues and or stakeholders. By using the Insights Discovery assessment tool you receive a 30+ page personal profile with multiple insights on behaviour patterns as well as possible triggers when under pressure. Introducing the Conscious Behaviour vs. the Less conscious behaviour.

The training is for both Management teams as well as General employees in need of teambuilding or just support on general communication preferences etc.



COURSE OBJECTIVES

After completing the course, participants will have the ability to read and understand both yourself as well as your colleagues /employees much better. You will have learned how to adapt to certain profile types in order to both communicate with others as well as understanding.



TARGET AUDIENCE

Employees who needs to build stronger relations and communication skills



COURSE DURATION

(Pre-work: 1,5-2 hours) This training will last 3 hrs



FACILITATOR

Procurement Academy – Kirstine Loubet



PRICE

\$450



PLACE

Virtual/Classroom upon request



The Conscious Negotiator

COURSE SUMMARY



Understand how to positively influence and successfully negotiate desired outcomes, while enriching long-term relationships. Sharpen your personal influence and negotiation expertise to gain the edge. The Conscious Negotiator is best placed to keep Agile Strategy in the forefront of your strategy, preparation, and execution of negotiations. Understand how Agile strategies are used to avoid obstacles and capitalise on unexpected opportunities.



COURSE OBJECTIVES

- Diagnose underlying negotiation and influencing processes
- Identify what drives the other party and yourselves
- Identify/manage differences between how we negotiate and what we negotiate about
- Understand the impact of behaviour on negotiated outcomes and use flexible styles intentionally
- Manage the “atmospherics”
- Understand key importance of Power during Negotiations and be able to employ a wider range of tactics to alter the power balance
- Break deadlocks creatively
- Structure and use language to gain cooperation
- Intentionally manage the sequence of the influencing process
- Lock-in commitment to lasting agreements
- Build collaborative relationships that allow for renegotiating with existing customers
- Prepare more systematically to your advantage
- Identify, plan and then obtain meaningful concessions



TARGET AUDIENCE

Experienced negotiators who completed the Maersk Procurement 3-days Negotiation training or similar



COURSE DURATION

30 hours across 9 sessions. One hour 1:1 coaching session organised by the consultant with each participant



FACILITATOR

Corrie-Deane Consultancy Ltd.



PRICE

\$2,500



PLACE

Classroom/Virtual upon request



Introduction to Contracting



COURSE SUMMARY

Get an understanding of contracts in general, the delineation between commercial vs. legal considerations (which issues are clearly commercial and which are more legal) and increase your ability to identify potential upsides beside costs.



COURSE OBJECTIVES

Become confident in reviewing your contracts and interaction with all stakeholders involved



TARGET AUDIENCE

Employees in Procurement who handle and negotiate contracts



COURSE DURATION

1/2 day



FACILITATOR

Maersk Procurement



PRICE

\$'220



PLACE

e-Learning



TCO/FAST Cost Modelling

COURSE SUMMARY



This modular, online FAST Cost Comparison course equips participants with solid modelling techniques which will provide the skills required to undertake TCO modelling assignments - including scenario managers and dashboard construction - and be able to build a basic model from scratch. The online video tutorials are split up into several modules that set out manageable pathways to building skills and knowledge and mastering topics. You will have unlimited access to support forums as you work through the course, where you can post questions any time.



COURSE OBJECTIVES

After completing the course, participants will have the ability to read and understand models built using the FAST Standard. Create a simple TCO model including a scenario manager and dashboard and apply new skills and knowledge to workplace-based assignments.



TARGET AUDIENCE

Employees who needs to build cost models/TCO's in their daily job and are advanced in their excel usage



COURSE DURATION

15-20 hours (Pre-work: 10-15 hours) This is split up into several modules that set out manageable pathways to building skills and knowledge and mastering topics.



FACILITATOR

F1F9



PRICE

\$125



PLACE

e-Learning





ALL THE WAY

Improving
life for all
by integrating
the world

CANCELLATION POLICY

Deadline for cancellation free of charge is 4 weeks prior to each course. In case of a cancellation later than that, the employee's department will be charged the full course fee. The departments/business units are allowed to replace their participants.

For course sign up or other queries please contact:
MaerskProcurementAcademy@maersk.com



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