

FINANCE FOR PROCUREMENT PROFESSIONALS

Intensive Course



An intensive accounting and finance course aimed at stakeholders or individuals who want to understand how to use financial data and indicators to assess a supplier's position, and be able to interrogate what is presented to support key decision making. This course will provide a good level of knowledge and ability of accounting and finance, and will provide the ability to evaluate and understand a given supplier, interrogate what is presented, and use this as a basis to make key decisions or manage risk.

This course provides an intermediate level of learning into accounting and finance. It covers how to understand and interrogate key financial statements such as a profit and loss, balance sheet and cash flow. It covers key ratios and how to test what is being presented to gain insight. It includes practical case studies to apply learning in a real context.

Those completing this course will be equipped to conduct a good level of supplier assessment and be able to look more deeply, or determine what questions to ask, in order to support key decision making. A good level of finance and accounting ability is an essential skill for any procurement practitioner who works with important suppliers, and provides the basis for supplier qualification and risk management. The course will also take you through developing a supplier management plan using financial due diligence.

This course is suitable for:

- All roles within the procurement function
- Stakeholders who support the financial assessment of suppliers

You may also be interested in:

- Procleus® – The complete online strategic procurement academy, toolkit and resource centre for purchasing professionals. Our unique Procleus digital platform enables global procurement teams to deliver remarkable benefits and unlock significant potential from the supply base. Featuring an extensive library of digital learning modules, individual competency assessment and managed learning programs alongside the complete suite of processes, tools, templates and resources for procurement and negotiation.

We charge per program or event based on a maximum of 20 delegates for classroom events or 30 for our online programs. Our fees include trainers, any travel time (within the EU or US), preparation, basic customization and standard course hand-outs (provided in-person or mailed out to delegates for online programs) but exclude venue and facilities hire, reasonable expenses for classroom events and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (although our global network of staff means we have most major locations covered). Unless otherwise agreed, all intellectual property used in training or in hand-outs remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the delegate who attends the training event in the course of their work for the company who engages us. Unless otherwise agreed, no electronic versions of the training materials will be provided. Making copies of, transmitting or distribution of any Positive Purchasing training materials is strictly forbidden unless we have provided a license to do so. For classroom events, the client is responsible for the provision of the training venue, delegate invitations, logistics and any equipment (as per our specification available upon request). We will supply a summary of course evaluations and feedback post event. Our payment terms are strictly 30 days from receipt of invoice.

Course Content

Introduction to finance and understanding the supplier's position

- Introduction to finance
- Financial reporting supporting company decision-making
- Key financial statements including Profit and Loss, Balance Statement and Cash Flow Statement

Application of financial information

- Analysis of a supplier using ratios and key metrics
- Identify key supplier financial information
- Understanding the supplier's position

How supplier's cost and sales information informs us

- Supplier costs and 'should cost' modelling

- Using sales and purchase data to help health check the supplier
- Researching and obtaining key supplier financial information

Supplier financial management planning and sources of capital

- Management information useful for a procurement team to aid decision-making
- Principles of financial and management accounting, including reporting, budgeting, and decision-making
- Supplier's sources to raise capital and other investments
- Developing a supplier management plan using financial due diligence

Learning Objectives

By the end of this course delegates will be able to:

- Describe how financial systems and reporting helps the decision making and running of an organization
- Understand a supplier's financial position, both overall, and for specific products/services, in effective procurement practice
- Describe the different ways procurement teams can understand the suppliers' position and the associated difficulties
- Interpret the three key financial statements: Profit and Loss, Balance Sheet and Cash Flow Statement
- How a Profit and Loss account works and what can they tell us about a business
- Anatomy of a balance sheet and the role of working capital management
- The importance of cash flow and identifying risk in a business
- Perform basic analysis of supplier financial information using key ratios and metrics
- Describe and utilize ways to obtain key supplier financial information
- Understand the principles of financial and management accounting. Including reporting, budgeting and decision-making.
- Explore what can be derived from sales and purchase data to help health check the supplier
- Identifying the management information useful for a procurement team to aid decision making
- Understanding supplier costs and 'should cost' modelling
- Categorizing suppliers with appropriate financial due diligence to develop a supplier management plan
- Understanding and identifying supplier's sources to raise capital and other investments

What You Will Get

This training is delivered by a highly experienced procurement expert and is delivered live, online, as a series of workshops. Delegates will need access to spreadsheet software to complete course tasks and build the models.

Different language options are available, and a summary of course evaluations and feedback will be provided after the training.

Delegates will receive:

- A working spreadsheet finance model with terms and conditions calculator
- Slide handouts pdf document
- Access to the LMS and course slide decks for 3 months
- A certificate for all delegates who complete the course