



### Postgraduate Certificate

Purchasing and Storage Management in Dental Clinics

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

Website: www.techtitute.com/pk/dentistry/postgraduate-certificate/purchasing-storage-management-dental-clinics

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### tech 06 | Introduction

The Management and Direction of Dental Clinics has aroused growing interest in recent years, especially among professionals who have realized the importance of knowing how to properly manage all the resources they have in their dental clinic, in order to turn it into a business of the future, with a continuity that can only be ensured by applying the appropriate levers of business management.

In this new environment, the focus on the dental clinic as an organizational structure is particularly strong, and all areas of the field of management and leadership must be addressed and mastered: human resources, marketing, quality, time management, planning and strategy, accounting and costs, etc.

This **Postgraduate Certificate in Purchasing and Storage Management in Dental Clinics** contains the most complete and up-to-date scientific program on the market. The most important features of the program include:

- Development of case studies presented by experts in the different specialties related to Purchasing and Storage Management.
- Its graphic, schematic and eminently practical contents are designed to provide rigorous and scientific information on those disciplines that are essential for professional practice.
- New developments in Purchasing and Storage Management in Dental Clinics.
- Interactive learning system based on algorithms for decision making on the problem situations posed.
- Content that is accessible from any fixed or portable device with an Internet connection



### Introduction | 07 tech



This Postgraduate Certificate may be the best investment you can make in the selection of a refresher program for two reasons: in addition to updating your knowledge in Purchasing and Storage Management in Dental Clinics, you will obtain a certificate from TECH -Technological University"

Its teaching staff includes professionals belonging to the field of Management and Direction of Dental Clinics, who pour into this program the experience of their work, in addition to recognized specialists belonging to reference companies, both in the sector and in related sectors.

The multimedia content developed with the latest educational technology will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide an immersive training program to train in real situations.

This program is designed around Problem Based Learning, whereby the physician must try to solve the different professional practice situations that arise during the course. This will be done with the help of an innovative interactive video system developed by recognized experts in the field of Purchasing and Storage Management with extensive teaching experience.

This program offers training in simulated environments, which provides an immersive learning experience designed to train for real-life situations.

We offer you the opportunity to take control of your future and develop your full potential at the head of dental centers and clinics.





### tech 10 | Objectives



### **General Objectives**

- Use theoretical, methodological and analytical tools to optimally manage and direct clinical-dental businesses, effectively differentiating themselves in a highly competitive environment.
- Incorporate strategy and envisioning skills to facilitate the identification of new business opportunities
- Favor the acquisition of personal and professional skills that will encourage students to
  undertake their own business projects with greater confidence and determination, both
  in the case of initiating the creation of their clinical-dental business, and in the case of
  innovating in the management and direction model of the clinical-dental business they
  already have.
- Professionalize the clinical-dental sector, through continuous and specific training in the field of business management and direction.



Make the most of this opportunity and take the step to get up to date on the latest developments in Purchasing and Storage Management in Dental Clinics"





### Objectives | 11 tech



### **Specific Objectives**

- Describe the current situation and future trends of management and direction models of clinical-dental business, both nationally and internationally, in order to be able to define objectives and differentiating and successful strategies.
- Become familiar with the terminology and concepts specific to the field of business management and direction for their effective application in clinical-dental businesses.
- Discover and analyze the key points of successful business models of leading dental clinics in order to increase the motivation, inspiration and strategic mindset of future managers.
- Use digital tools that facilitate the efficient planning and management of dental clinic tasks, resulting in significant cost savings in the short term
- Apply tools and work procedures that are essential for optimal purchasing and resource Storage management, avoiding unproductive expenditure
- Develop negotiation skills with which to deal with suppliers, customers and team management focused on win-win results





### tech 14 | Course Management

#### Direção



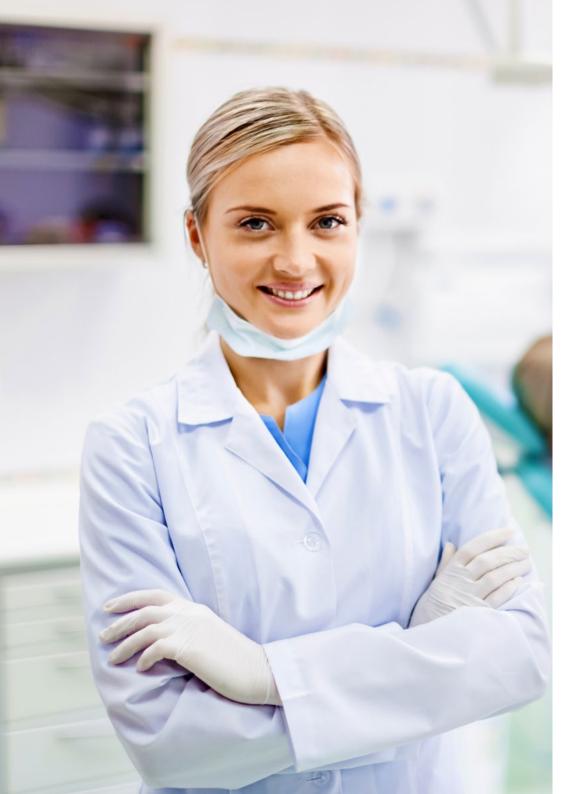
#### Dr. Andrés Gil

- Diretor-Gerente, Clínica Pilar Roig Odontologia
- Cofundador e CEO na MedicalDays
- Mestrado em Gestão e Liderança (Michigan State University)
- Certificado em Gestão Odontológica e Gestão Clínica (Dental Doctors Institute)
- Certificado em Contabilidade de Custos (Câmara de Comércio de Valência)
- Curso de Contabilidade, Centro de Estudos Financeiros
- Curso de Liderança e Gestão de Equipas, César Piqueras
- Engenheiro Agrónomo, Universidade Politécnica de Valência



#### Dr. Jaime Guillot

- Licenciatura em Administração e Gestão de Empresas, Universidade Politécnica de Valência
- Especialização Industrial
- Cofundador e Diretor de Estratégia de Hikaru, VR Agency
- Cofundador e Diretor Geral, Drone Espanha
- Fundador da Internet & Mobile Business School
- Fundador e Diretor General de Fight Technologies
- Alta experiência em criação de empresas
- Professor no Mestrado em Inovação e Criação de Empresas do Bankinter
- Coach Executivo certificado pela Escola Europeia de Líderes (EEL)
- Formador em programas de liderança e gestão emocional em empresas



### Course Management | 15 tech

#### **Professores**

#### Dr. Juan Manuel Dolz

- Certificado em Ciências Empresariais, Universidade de Valência
- Licenciatura em Administração e Gestão de Empresas, Universidade de Valência
- Formação professional em Marketing digital (Internet Startup Camp UPV)
- Consultor de digitalização empresarial
- Alta experiência em criação de empresas
- Cofundador e CTO MedicalDays
- Cofundador e COO Drone Spain
- Cofundador e COO Hikaru VR Agency

#### Dra. Anna Fortea Paricio

- Licenciatura em Direito pela Universidade de Valência
- Neurocoach Profissional
- Fundadora do European Leadership Center em Miami, Estados Unidos
- Fundadora do Centro de Alto Desempenho Humano Anna Fortea em Valência, Espanha
- Cofundadora de Eseox
- Presidente da INA (International Neurocoaching Association)
- Psicologia na UOC e Neurociências na UPenn, Universidade da Pennsylvania, EUA
- Coach CAC Certificado pelo Centro de Alto Desempenho Humano IESEC





### tech 18 | Structure and Content

#### Module 1. Purchasing and Storage Management

- 1.1. The Importance of an Appropriate Purchasing Plan
- 1.2. Responsibilities of the Purchasing Duty in a Dental Clinic
- 1.3. Efficiently Managing our Storage
  - 1.3.1. Storage Costs
  - 1.3.2. Safety Inventory
  - 1.3.3. Registering the Incoming and Outgoing of Material
- 1.4. Stages in the Process of Purchasing
  - 1.4.1. Searching for Information and Suggesting Alternatives
  - 1.4.2. Evaluation and Decision Making
  - 1.4.3. Follow-Up and Monitoring
- 1.5. Ways of Running Accounts and Account Management
  - 1.5.1. Adjusting Order Types to Our Needs
  - 1.5.2. Risk Management.
- 1.6. Relationship With the Supplier
  - 1.6.1. Types of Relationships
  - 1.6.2. Payment Policy
- 1.7. Negotiations in Purchases
  - 1.7.1. Necessary Knowledge and Skills
  - 1.7.2. Stages in the Negotiation Process
  - 1.7.3. How to Negotiate Successfully
- 1.8. Quality in Purchases
  - 1.8.1. Benefits for the Clinic as a Whole
  - 1.8.2. Measuring Parameters
- 1.9. Indicators of Efficiency
- 1.10. New Trends in Purchase Management







A unique, key and decisive experience to boost your professional development"





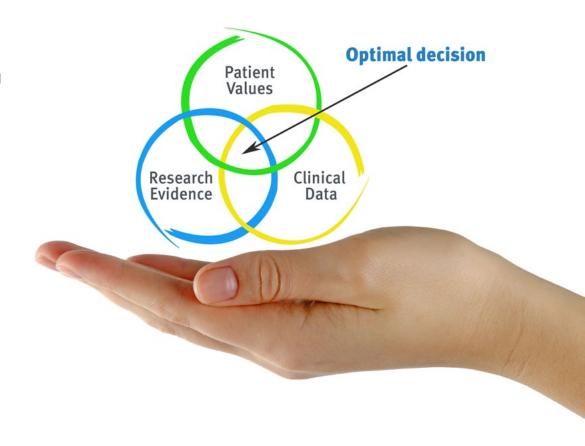


### tech 22 | Methodology

#### At TECH we use the Case Method

In a given clinical situation, what would you do? Throughout the program you will be presented with multiple simulated clinical cases based on real patients, where you will have to investigate, establish hypotheses and, finally, resolve the situation. There is an abundance of scientific evidence on the effectiveness of the method. Dentists learn better, faster, and more sustainably over time.

With TECH you can experience a way of learning that is shaking the foundations of traditional universities around the world.



According to Dr. Gérvas, the clinical case is the annotated presentation of a patient, or group of patients, which becomes a "case", an example or model that illustrates some peculiar clinical component, either because of its teaching potential or because of its uniqueness or rarity. It is essential that the case is based on current professional life, trying to recreate the real conditions in the dentist's professional practice.



Did you know that this method was developed in 1912 at Harvard for law students? The case method consisted of presenting students with real-life, complex situations for them to make decisions and justify their decisions on how to solve them. In 1924, Harvard adopted it as a standard teaching method"

#### The effectiveness of the method is justified by four fundamental achievements:

- 1. Students who follow this method not only grasp concepts, but also develop their mental capacity by means of exercises to evaluate real situations and apply their knowledge.
- 2. The learning process has a clear focus on practical skills that allow the student to better integrate into the real world.
- 3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
- 4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.



### tech 24 | Methodology

### Re-learning Methodology

At TECH we enhance the Harvard case method with the best 100% online teaching methodology available: Re-learning.

Our University is the first in the world to combine the study of clinical cases with a 100% online learning system based on repetition, combining a minimum of 8 different elements in each lesson, which represent a real revolution with respect to simply studying and analyzing cases.

The student will learn through real cases and by solving complex situations in simulated learning environments.

These simulations are developed using state-of-the-art software to facilitate immersive learning.



### Methodology | 25 tech

At the forefront of world teaching, the Re-learning method has managed to improve the overall satisfaction levels of professionals who complete their studies, with respect to the quality indicators of the best Spanish-speaking online university (Columbia University).

With this methodology we have trained more than 115,000 students with unprecedented success, in all clinical specialties regardless of the surgical load. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Re-learning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

In our program, learning is not a linear process, but rather a spiral (we learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

The overall score obtained by our learning system is 8.01, according to the highest international standards.

### tech 26 | Methodology

In this program you will have access to the best educational material, prepared with you in mind:



#### **Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is really specific and precise.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



#### **Surgical Techniques and Procedures on Video**

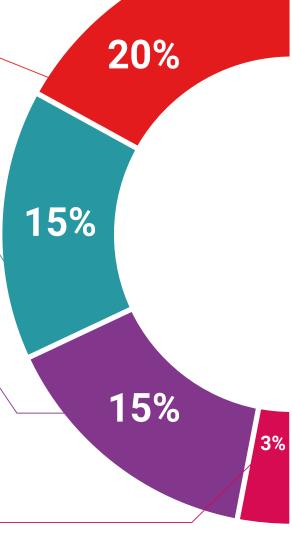
We introduce you to the latest techniques, to the latest educational advances, to the forefront of current dental techniques. All this, in first person, with the maximum rigor, explained and detailed for your assimilation and understanding. And best of all, you can watch them as many times as you want.



#### **Interactive Summaries**

We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

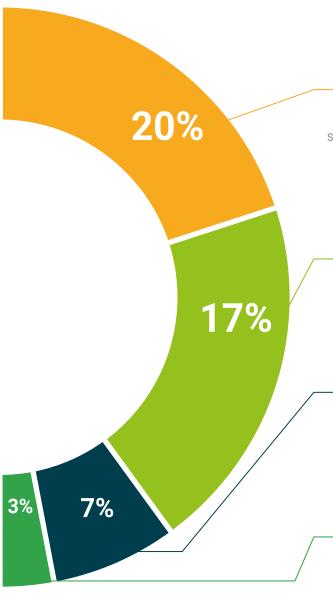
This multimedia content presentation training system was awarded by Microsoft as a "European Success Story".





#### **Additional Reading**

Recent articles, consensus documents, international guides. in our virtual library you will have access to everything you need to complete your training.



#### **Expert-Led Case Studies and Case Analysis**

Effective learning ought to be contextual. Therefore, we will present you with real case developments in which the expert will guide you through focusing on and solving the different situations: a clear and direct way to achieve the highest degree of understanding.



#### **Testing & Re-Testing**

We periodically evaluate and re-evaluate your knowledge throughout the program, through assessment and self-assessment activities and exercises: so that you can see how you are achieving your goals.



#### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.





#### **Quick Action Guides**

We offer you the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical, and effective way to help you progress in your learning.







### tech 30 | Certificate

This **Postgraduate Certificate in Purchasing and Storage Management in Dental Clinics** contains the most complete and up-to-date scientific program on the market.

After the student has passed the assessments, they will receive their corresponding **certificate** issued by **TECH - Technological University via tracked delivery.** 

The certificate issued by **TECH Technological University** will express the qualification obtained in the Postgraduate Certificate, and will meet the requirements commonly demanded by labour exchanges, competitive examinations and professional career evaluation committees.

Title: Postgraduate Certificate in Purchasing and Storage Management in Dental Clinics

Official Number of Hours: 150



<sup>\*</sup>Apostille Convention. In the event that the student wishes to have their paper certificate Apostilled, TECH EDUCATION will make the necessary arrangements to obtain it at an additional cost of €140 plus shipping costs of the Apostilled diploma.

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