Executive Master's Degree
MBA in Purchasing Management

MBADC

tech technological university

Executive Master's Degree
MBA in Purchasing Management

» Modality: **online**
» Duration: **12 months**
» Certificate: **TECH Technological University**
» Dedication: **16h/week**
» Schedule: **at your own pace**
» Exams: **online**
» Target Group: **graduates and professionals with demonstrable experience**

Website: **www.techtitute.com/in/school-of-business/professional-master-degree/master-mba-purchasing-management**

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01
Welcome

The significant transformation of the traditional concept of purchasing in today's business world requires companies to adapt to the current demands and needs of the sector, deepening and improving their services in the different areas covered by this discipline, such as logistics, production, finance, marketing, projects, purchasing and procurement. With the MBA in Purchasing Management, students will broaden their knowledge of business management and will have the necessary skills to develop positive negotiation strategies with suppliers, as well as to define the financial implications of purchasing management on the company's profitability.

MBA in Purchasing Management.
TECH Technological University

" *Effectively manage your company's purchasing and procurement processes and achieve higher profits in the long term".*

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills education.

tech

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University

Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.

The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies

Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000 executives prepared each year

+200 different nationalities

Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500 | collaborative agreements with leading companies

Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.

Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:

Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.

At TECH you will have access to the most rigorous and up-to-date case analyses in academia"

Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.

Academic Excellence

TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.

Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.

"We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level".

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.

07

Improve *soft skills* and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to study with a team of world-renowned teachers.

04
Objectives

This program is designed to strengthen management and leadership skills in purchasing and procurement management, as well as to develop new competencies and skills that will be essential in your professional development. After the program, you will be equipped to make global decisions with an innovative perspective and an international vision.

One of our fundamental objectives is to help you develop the essential skills to strategically manage a business".

TECH makes the goals of their students their own goals too. Working together to achieve them.

The **MBA in Purchasing Management** will enable the student to:

01 Define purchasing and procurement policies within the framework of integrated logistics.

04 Structure requirements in the area of purchasing.

02 Define the policies, practices and levers that shape purchasing management, as well as customer-supplier relations.

03 Use the most appropriate purchasing tools for the selection and evaluation of the best suppliers.

05 Implement a productivity improvement and cost reduction plan.

06   Evaluate and measure results by identifying key indicators.

08   Elaborate a strategic plan for the purchasing department.

09   Define the financial implications of purchasing management on the company's profitability.

07   Develop negotiation strategies that generate stable and positive relationships with suppliers.

10   Acquire leadership skills that will allow a more fluent development of the professional work.

05
Skills

After passing the assessments on the MBA in Purchasing Management, the professional will have acquired the skills required for a quality and up-to-date practice based on the most innovative educational methodology.

The skills you will develop after completing this program will enable you to achieve the professional success you desire"

01 Carry out a financial diagnosis of the company.

02 Conduct a market analysis to understand the situation of the company and its competitors.

03 Improve purchasing and procurement processes.

04 Understand the importance of audits in the company's purchasing and procurement process.

05 Understand the company and the logistics process from an international strategic

06 perspective.

Obtain knowledge of commercial, labor

07 and tax law related to the company.
BORRAR

08 Perform and manage the performance and audit of purchases.

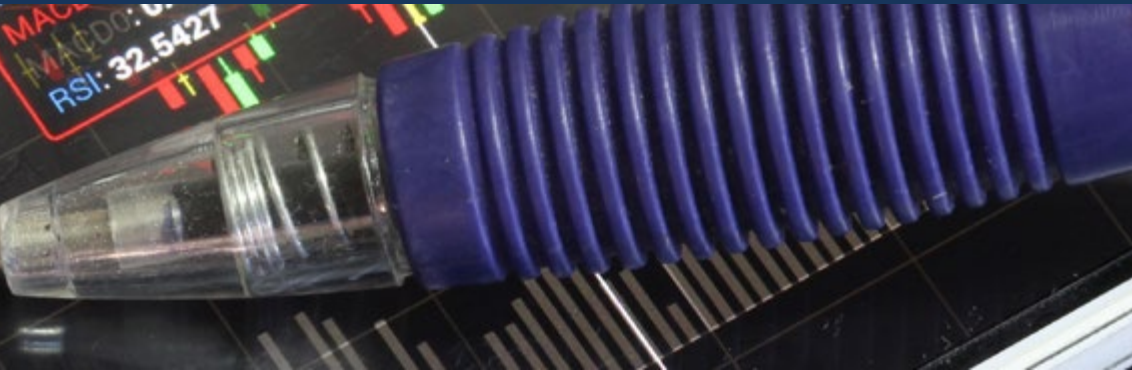**09** Search and select the most suitable suppliers for the company.

10 Have an international logistics planning to improve the company's profits.

Apply the highest levels of quality in all processes and projects.

06
Structure and Content

The MBA in Purchasing in Management is a tailor-made program that is taught 100% online so that you can choose the time and place that best suits your availability, schedule and interests.

A program that takes place over 12 months and is intended to be a unique and stimulating experience that lays the foundation for your professional success and is geared towards continually improving your specialization.

"The effort put in at an educational level will be rewarded in the professional sphere. You should, therefore, always seek to update your knowledge."

Syllabus

The MBA in Purchasing Management at TECH Technological University is an intensive program that prepares students to face decisions in business communication. Its content is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Throughout 1,500 hours of study, the student will analyze a multitude of practical cases through individual work, achieving a superior knowledge of the subject that they will be able to apply to their daily work. It is, therefore, an authentic immersion in real business situations.

This program deals in depth with different areas of the company and is designed to specialize managers who understand Purchasing management from a strategic and innovative perspective.

A plan designed for students focused on their professional development, which prepares them for excellence in business management and administration. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, who will provide the competencies to solve critical situations in a creative and efficient way.

This program takes place over 12 months and is divided into 3 main blocks:

Block 1	Management Core
Module 1	Management and Leadership
Module 2	Logistics and Economic Management
Module 3	Market Research
Module 4	Project and Quality Management for Buyers

Block 2	Purchasing Management and Strategy
Module 5	Purchasing and Procurement Function
Module 6	Strategic Purchasing Management
Module 7	Supplier Relationship Management

Block 3	International Expansion, CSR and Auditing
Module 8	Socio-ecological Impact.
Module 9	Global Sourcing
Module 10	Performance and Auditing

Where, When and How is it Taught?

TECH offers the possibility of developing this MBA in Purchasing Management completely online. Throughout the 12 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

First Block: *Management Core*

Module 1. Management and Leadership

1.1. *General Management*
1.1.1 Integrating Functional Strategies into the Global Business Strategies
1.1.2 Management Policy and Processes
1.1.3 *Society and Enterprise*

1.2. Strategic Management
1.2.1 Establish the Strategic Position: Mission, Vision and Values
1.2.2 Developing New Businesses
1.2.3 Growth and Consolidation of the Company

1.3. Competitive Strategy
1.3.1 Market Analysis
1.3.2 Sustainable Competitive Advantage
1.3.3 Return on Investment

1.4. Corporate Strategy
1.4.1 *Driving Corporate Strategy*
1.4.2 *Pacing Corporate Strategy*
1.4.3 *Framing Corporate Strategy*

1.5. Planning and Strategy
1.5.1 The Relevance of Strategic Direction in the Management Control Process
1.5.2 Analysis of the Environment and the Organization
1.5.3 *Lean Management*

1.6. Talent Management
1.6.1 Managing Human Capital
1.6.2 Environment, Strategy, and Metrics
1.6.3 Innovation in People Management

1.7. Management and Leadership Development
1.7.1 Leadership and Leadership Styles
1.7.2 Motivation
1.7.3 Emotional Intelligence
1.7.4 Efficient Meetings.

1.8. Change Management
1.8.1 Performance Analysis
1.8.2 Leading Change. Resistance to Change
1.8.3 Managing Change Processes
1.8.4 Managing Multicultural Teams

1.9. Negotiation
1.9.1 Intercultural Negotiation
1.9.2 Negotiation Focuses
1.9.3 Effective Negotiation Techniques
1.9.4 Restructuring.

Module 2. Logistics and Economic Management

2.1. Financial Diagnosis
2.1.1 Indicators for Analyzing Financial Statements
2.1.2 Profitability Analysis
2.1.3 Economic and Financial Profitability of a Company

2.2. Economic Analysis of Decisions
2.2.1 Budget Control
2.2.2 Competitive Analysis. Comparative Analysis
2.2.3 Decision-Making. Business Investment or Divestment

2.3. Investment Valuation and *Portfolio Management*
2.3.1 Profitability of Investment Projects and Value Creation
2.3.2 Models for Evaluating Investment Projects
2.3.3 Sensitivity Analysis, Scenario Development, and Decision Trees.

2.4. Financial Management for Purchasing Management
2.4.1 Multiplier Effect of Purchases on Profits
2.4.2 Profitability and Cost Reduction
2.4.3 Opportunity Cost of Assets

2.5. Economic Control of Purchases.
2.5.1 KPI, Key Purchasing Management Indicators
2.5.2 Impact on Total Costs of Proper KPI Management
2.5.3 Economic and Purchasing Control Scorecard

2.6. Warehouse, Stock and Logistics Management
2.6.1 Purchasing Logistics Management
2.6.2 Stocks Management
2.6.3 Warehouse Management

2.7. *Supply Chain Management*
2.7.1 Costs and Efficiency of the Operations Chain
2.7.2 Change in Demand Patterns
2.7.3 Change in Operations Strategy

2.8. Logistical Processes
2.8.1 Organization and Management by Processes.
2.8.2 Procurement, Production, Distribution
2.8.3 Quality, Quality Costs, and Tools
2.8.4 After-Sales Service.

2.9. Logistics and Customers
2.9.1 Demand Analysis and Forecasting
2.9.2 Sales Forecasting and Planning
2.9.3 *Collaborative Planning Forecasting and Replacement*

2.10. International Logistics
2.10.1 Customs, Export and Import processes
2.10.2 Methods and Means of International Payment
2.10.3 International Logistics Platforms

Module 3. Management

3.1. New Competitive Environment
3.1.1 Technological Innovation and Economic Impact
3.1.2 Knowledge Society
3.1.3 The New Consumer Profile

3.2. Quantitative Research Methods and Techniques
3.2.1 Variables and Measurement Scales
3.2.2 Information Sources
3.2.3 Sampling Techniques
3.2.4 The Treatment and Analysis of Data

3.3. Qualitative Research Methods and Techniques
3.3.1 Direct Techniques: *Focus Group*
3.3.2 Anthropological Techniques
3.3.3 Indirect Techniques
3.3.4 *The Two Face Mirror* and The Delphi Method

3.4. Market Segmentation
3.4.1 Market Typologies
3.4.2 Concept and Analysis of the Demand
3.4.3 Segmentation and Criteria
3.4.4 Defining the Target Audience

3.5. Types of Buying Behavior
3.5.1 Complex Behavior
3.5.2 Dissonance Reducing Behavior
3.5.3 Variety Seeking Behavior
3.5.4 Habitual Purchasing Behavior

3.6. Marketing Information Systems
3.6.1 Conceptual Approaches to Marketing Information Systems
3.6.2 *Data Warehouse and Data Mining*
3.6.3 Geographical Information Systems

3.7. Research Project Management
3.7.1 Information Analysis Tools

3.7.2 Developing an Expectation Management Plan
3.7.3 Assessing the Feasibility of Projects

3.8. *Marketing Intelligence*
3.8.1 *Big Data*
3.8.2 User Experience

3.8.3 Applying Techniques

Module 4. Project and Quality Management for Buyers

4.1. *Lean Management*
4.1.1 The Basic Principles of *Lean Management*
4.1.2 Improvement and Problem-Solving Groups
4.1.3 New Forms of Maintenance and Quality Management

4.2. Lean Tools for Project Management
4.2.1 Quality Improvement Tools
4.2.2 Cost Improvement Tools
4.2.3 Deadline Improvement Tools
4.2.4 Tools for Improving Personnel Involvement

4.3. Practical Application of *Lean Management*: Basic Principles and

Rules
4.3.1 Identification of Waste in Purchasing and *Procurement*
4.3.2 Practical Application of the 4 *Lean* Rules
4.3.3 Univocal Definition of Subprocesses by Means of SIPOC

4.4. *Lean Six Sigma in Purchasing*

Processes
4.4.1 Maximize Value through the DMAIC Improvement Approach
4.4.2 Diagnosis of Process Capability and Improvement Potential
4.4.3 Use of Process and Result Metrics in *Procurement*

4.5. Project Quality Management
4.5.1 Project Planning Based on Requirements and Specifications
4.5.2 Customer Requirements and Competitive Evaluation
4.5.3 Objectives, Relationships and Correlations
4.5.4 Modal Analysis of Failures and Effects

4.6. Total Quality Management and Advanced Project Management
4.6.1 *Total Quality Management*
4.6.2 *Six Sigma* as a Global Business Management System
4.6.3 EFQM Model

4.7. Map of the Value Chain in Purchasing Processes
4.7.1 Identification of Specific Improvement Objectives
4.7.2 Adjustment and Balancing of Processes to Reduce Non-value Time and Optimize

Resources

Second Block: Purchasing Management and Strategy

Module 5. Purchasing and Procurement Function

5.1. Purchasing and Value Chain
5.1.1 Mission, Objective and Structure of the Purchasing and Procurement Department
5.1.2 Main Components of the Purchasing Department
5.1.3 Purchasing and Logistic Flow of the Company
5.1.4 Indicator Management, Scorecard

5.2. Purchasing Strategy Development
5.2.1 Purchase Conditions
5.2.2 Management of Receipts, Orders and Delivery Notes
5.2.3 Incident and Inventory Management

5.3. Price, Cost and Purchase Value Analysis
5.3.1 *Category Management.*
5.3.2 RFP and RFQ Systems
5.3.3 International Pricing Index
5.3.4 Dynamic Pricing

5.4. Purchasing Risk Management
5.4.1 Nature of the Risk
5.4.2 Risks in the Supply Market
5.4.3 Insurance
5.4.4 Price Risks, Volatility

5.5. *E-Procurement*
5.5.1 *E-Business and E-Sourcing*
5.5.2 Auctions and Reverse Auctions
5.5.3 Application Costs and Most Commonly Used Systems
5.5.4 *E-Purchasing*

5.6. Purchasing in Different Industries and Sectors
5.6.1 Purchase of Services
5.6.2 Purchase of Equipment
5.6.3 Purchase of *Merchandising, Marketing* and Advertising
5.6.4 IT, Transportation and Other Sectors
5.6.5 Procurement in the Public Sector

Module 6. Strategic Purchasing Management

6.1. Strategic Purchasing Management
6.1.1 New Challenges in Purchasing, *Sourcing* and Procurement Management
6.1.2 Purchasing Function in Companies and in the Supply Chain
6.1.3 Purchasing Function as a Resource Provider
6.1.4 Legal Aspects of Purchasing Function BORRAR

6.2. *Lean Management in Purchasing Processes*
6.2.1 *Lean Buying*
6.2.2 *Outsourcing* in the SCM
6.2.3 *Lean Supplying*

6.3. Purchasing Strategy Design
6.3.1 Externalization
6.3.2 Process Outsourcing
6.3.3 Globalization
6.3.4 Relocation

6.4. *Outsourcing-Insourcing*
6.4.1 Purchasing Models and Processes
6.4.2 Segmentation Models
6.4.3 Role of *e-Procurement*

6.5. Strategic Sourcing
6.5.1 Supplier Selection and Strategy
6.5.2 Value Generation from Strategic Sourcing
6.5.3 Logistic Operators in Procurement

6.6. Warehouse Design and
Management.
6.6.1 Advanced Warehouse Design
6.6.2 *Picking* and *Sorting*
6.6.3 Material Flow Control

6.7. *Lean Warehouse*
6.7.1 The Fundamentals of *Lean Warehousing*
6.7.2 Inventory Management Systems
6.7.3 Radio Frequency in Warehouse Design

6.8. Transportation and Distribution Management
6.8.1 Coordination Between Transport and Warehousing
6.8.2 Logistics Activity Zones (LAZ)
6.8.3 Air and Inland Freight Transportation Regulations and Agreements BORRAR

6.9. Internal Logistics
6.9.1 Calculation of Requirements
6.9.2 Typology of Warehouses in a JIT System
6.9.3 Douki Seisan Supplies
6.9.4 *Lean Materials Handling*

Module 7. *Supplier Relationship Management*

7.1. Supplier Search Planning
7.1.1 Bidding Process and Criteria Development
7.1.2 Identifying Potential Suppliers
7.1.3 Supplier Selection

7.2. Supplier Selection Criteria
7.2.1 Economic Criteria
7.2.2 Quality Criteria
7.2.3 Other Criteria

7.3. Supplier Relationship Management

7.3.1 Ethics in Relations
7.3.2 Recruitment Planning
7.3.3 Acquisition of Services

7.4. Integrating Suppliers in the Value Chain

7.4.1 Phases in the Process of Integration
7.4.2 Risks and Control Parameters
7.4.3 Monitoring
7.4.4 Integration Breakdown

7.5. Commercial Law BORRAR
7.5.1 Salepurchase Agreement BORRAR
7.5.2 Payments and Delinquencies BORRAR
7.5.3 Performance Bonds BORRAR
7.5.4 Liability for Damage Caused by Defective Products BORRAR
7.5.5 Lease Agreements BORRAR

7.6. Labor Law BORRAR
7.6.1 Contracting of Works and Services BORRAR
7.6.2 Joint Several Labor Liability BORRAR
7.6.3 Subsidiary Liability of Social Security BORRAR
7.6.4 Occupational Hazard Prevention BORRAR

7.7. Tax Law BORRAR
7.7.1 Tax Responsibilities in Subcontracting BORRAR
7.7.2 Tax Implications of Purchases BORRAR

7.8. Contract Management and Administration
7.8.1 Negotiation and Implementation
7.8.2 Results Monitoring and Control
7.8.3 Contract Closure

Third Block: International Expansion, CSR and Auditing

Module 8. Socio-ecological Impact.

8.1. Corporate Social Responsibility.
8.1.1 Strategic Vision and Corporate Social Responsibility
8.1.2 Systems and Models for Implementing CSR
8.1.3 Organization of CSR
8.1.4 Roles and Responsibilities

8.2. SCM and *Corporate Responsibility*
8.2.1 Value Creation in an Economy of Intangibles
8.2.2 CSR: Corporate Commitment
8.2.3 Social, Environmental, and Economic Impact

8.3. Responsible Finance and

Investment
8.3.1 Transparency in Information
8.3.2 Finance and Responsible Investment
8.3.3 Social Economy, Cooperativity and Corporate Social Responsibility

8.4. Business and Environment
8.4.1 Sustainable Development
8.4.2 Legislative Development in Environmental Responsibility BORRAR
8.4.3 Response of Companies to Environmental Problems
8.4.4 Waste and Emissions

8.5. Responsible Management Systems and Tools
8.5.1 Social Responsibility Management Systems
8.5.2 Quality Management Systems, the Environment and Occupational Health and Safety
8.5.3 Audits

8.6. Business Ethics BORRAR
8.6.1 Ethical Behavior in Companies BORRAR
8.6.2 Deontology and Ethical Codes BORRAR
8.6.3 Fraud and Conflicts of Interest BORRAR

Module 9. *Global Sourcing*

9.1. Global Economic Environment
9.1.1 The Fundamentals of the Global Economy
9.1.2 The Globalization of Companies and Financial Markets
9.1.3 *Growth and Development in Emerging Markets*
9.1.4 International Monetary System

9.2. Adaptation of Purchasing to *Global Sourcing*
9.2.1 Purchasing Structure
9.2.2 The Need for New Skills
9.2.3 Intermediaries

9.3. Import Management
9.3.1 Customs, Export and Import processes
9.3.2 International Commerce Institutions and Agreements
9.3.3 Customs Legislation BORRAR
9.3.4 Plant Management and International Purchasing

9.4. International Logistics Distribution
9.4.1 International Logistics Platforms
9.4.2 International Transport Operator
9.4.3 *Hubs* and Distribution

9.5. Incoterms and International Document Management
9.5.1 Exportation or Implantation
9.5.2 Agency, Distribution and International Sales and Purchase Agreements
9.5.3 Industrial and Intellectual Property
9.5.4 Taxes and Tariffs Classification

9.6. Methods and Means of International Payment
9.6.1 Payment Method Selection
9.6.2 Documentary Credit
9.6.3 Bank Guarantee and Documentary Credit

9.7. *International Lean Logistics*
9.7.1 *Lean* Basis with Application in International Logistics
9.7.2 Main Implications and Requirements
9.7.3 Other Methodologies to Improve the Process

Module 10. *Performance* and Auditing

10.1. General Aspects of Business Management Indicators
10.1.1 Functions of Management Indicators
10.1.2 Indicator Panel and *Balance Score Card*
10.1.3 Logistics Indicators

10.2. Starting Material Purchase Indicators
10.2.1 Efficiency Indicators
10.2.2 Economic Indicators
10.2.3 Internal Customer Relations Indicators
10.2.4 Procurement Effectiveness Indicators
10.2.5 Procurement Efficiency Indicators
10.2.6 Purchasing Objectives

10.3. Service Purchasing Indicators
10.3.1 Economic Indicators
10.3.2 Procurement Effectiveness Indicators
10.3.3 Efficiency Indicators
10.3.4 Relationship Indicators
10.3.5 Indicators of Relationship with our Internal Customers

10.4. Other Indicators
10.4.1 Performance Indicators
10.4.2 Purchasing Team Productivity Indicators

10.5. Purchasing Audit
10.5.1 General Auditing Policy BORRAR
10.5.2 Audit Objectives
10.5.3 Scope of the Audit in Terms of Purchase Control
10.5.4 Internal Audits, Training, and Contractor Policies and Procedures

10.6. Benchmarking in Purchasing Management
10.6.1 Types of *Benchmarking*
10.6.2 *Benchmarking* the Market
10.6.3 Benefits and Advantages of the Application of *Benchmarking* in a Purchasing Department
10.6.4 Benchmarking Measurement

07
Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: *Relearning*.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the *New England Journal of Medicine* have considered it to be one of the most effective.

"

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content.

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

At TECH, you will experience a way of learning that is shaking the foundations of traditional universities around the world."

This program prepares you to face business challenges in uncertain environments and achieve business success.

A learning method that is different and innovative.

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

> ❝ *You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments."*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

Relearning Methodology

TECH effectively balances the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to prepare the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we balance each of these elements concentrically. With this methodology we have prepared more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

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

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals 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 highly specific and precise.

These contents are then adapted in audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high-quality pieces in each and every one of the materials that are made available to the student.

Classes

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

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.

Management Skills Exercises

They will carry out activities to develop specific executive skills in each thematic field. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.

Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.

30%

10%

8%

3%

30%

15%

4%

Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.

Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

We periodically assess and re-assess students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

08
Our Students' Profiles

The MBA in Purchasing Management is a program aimed at professionals who specialize in business management, and who want to update their knowledge in this field and progress in their professional career. This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

"If you are looking to specialize to achieve an interesting career boost while continuing to work, then this is the program for you."

Average Age

Between **35** and **45** years old

Years of Experience

Over 15 years **24%**

Up to 5 years **17%**

From 5 to 10 years **31%**

From 10 to 15 years **28%**

Training

Economics and Business **32 %**

Commercial **27 %**

Engineering **18%**

Social Sciences **8%**

Other **15 %**

Academic Profile

Purchasing Directors **28 %**

Logistics Area **23 %**

Commercial Area **25 %**

Industry **10%**

Other **14 %**
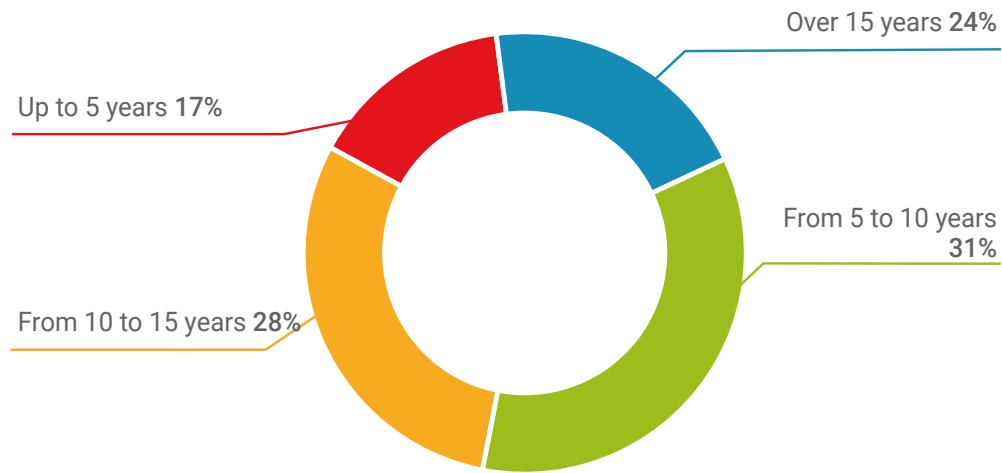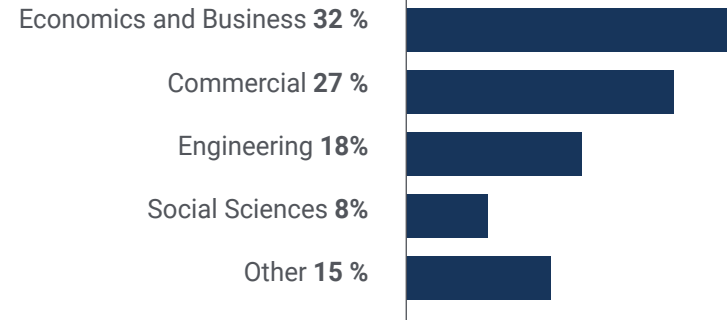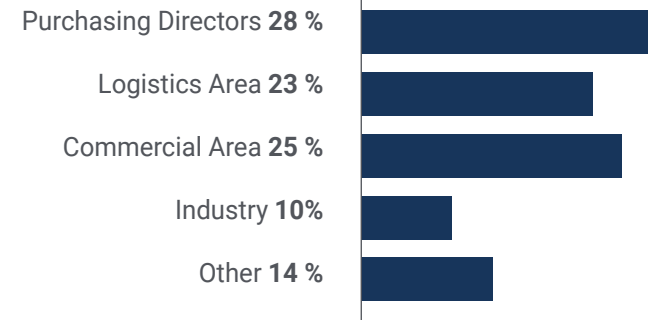
Geographical Distribution

USA **10%**

Spain **39%**

Mexico **19%**

Colombia **7%**

Argentina **12%**

Chile **5%**

Peru **2%**

Other **6 %**
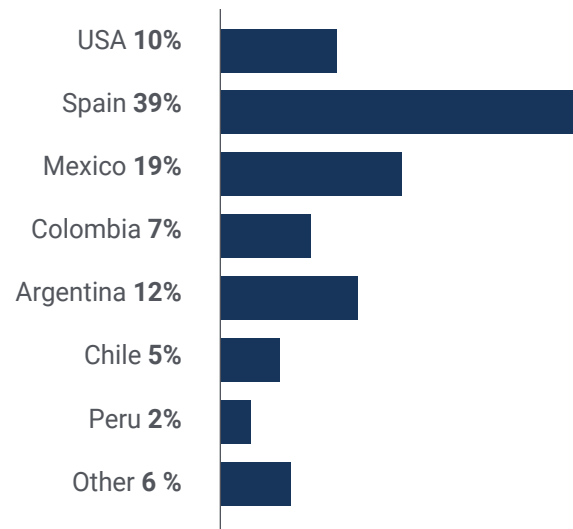
Santos Rodríguez

Purchasing Manager of a Multinational Company

"After completing this MBA program at TECH I understood new concepts and strategies in the field of Purchasing Management that I did not study during my undergraduate years. That is why it is good to continue to continue taking specialization programs to keep up-to-date with the main developments in the sector."

09

Course Management

In our university we have professionals specialized in each area of knowledge, who pour their work experience into our training programs. A multidisciplinary team with recognized prestige that has come together to offer you all their knowledge in this area.

Our teaching team, experts in MBA Purchasing in Management, will help you achieve success in your profession"

Director Invitado Internacional

Manuel Arens is an experienced data management professional and leader of a highly qualified team. In fact, Arens holds the position of global procurement manager in Google's Technical Infrastructure and Data Center division, where he has spent most of his career. Based in Mountain View, California, he has provided solutions for the tech giant's operational challenges, such as master data integrity, vendor data updates and vendor prioritization. He has led data center supply chain planning and vendor risk assessment, generating process and workflow management improvements that have resulted in significant cost savings.

With more than a decade of work providing digital solutions and leadership for companies in diverse industries, he has extensive experience in all aspects of strategic solution delivery, including marketing, media analytics, measurement and attribution. In fact, he has received several awards for his work, including the BIM Leadership Award, the Search Leadership Award, Export Lead Generation Program Award and the EMEA Best Sales Model Award.

Arens also served as Sales Manager in Dublin, Ireland. In this role, he built a team of 4 to 14 members over three years and led the sales team to achieve results and collaborate well with each other and cross-functional teams. He also served as Senior Industry Analyst, Hamburg, Germany, creating storylines for over 150 clients using internal and third party tools to support analysis. Developed and wrote in-depth reports to demonstrate his mastery of the subject matter, including understanding the macroeconomic and political/regulatory factors affecting technology adoption and diffusion.

He has also led teams at companies such as Eaton, Airbus and Siemens, where he gained valuable account and supply chain management experience. He is particularly noted for continually exceeding expectations by building valuable customer relationships and working seamlessly with people at all levels of an organization, including stakeholders, management, team members and customers. His data-driven approach and ability to develop innovative and scalable solutions to industry challenges have made him a prominent leader in his field.

D. Arens, Manuel

- Global Procurement Manager - Google, California, USA
- Senior Manager, B2B Analytics and Technology at Google, USA
- Sales Director at Google, Ireland
- Senior Industry Analyst at Google, Germany
- Account Manager at Google, Ireland
- Accounts Payable at Eaton, UK
- Supply Chain Manager at Airbus, Germany

" Thanks to TECH, you will be able to learn with the best professionals in the world"

Management

Mr. Larrosa Guirao, Salvador

- Finance Specialist
- Expert in Market Research, Finance and Risk Analysis
- University Teacher

Professor

Ms. Gomis Noriega, Silvia
- Specialist in innovation
- R&D&I Coordinator
- Technology Transformation Expert
- Teacher

10

Impact on Your Career

TECH is are aware that studying a program like this entails great economic, professional and, of course, personal investment. The ultimate goal of this great effort should be to achieve professional growth. And, for this reason, at TECH Technological University we put all our resources at your disposal so that you can acquire the specialization you need to continue with your learning process and, above all, so that you can achieve the job improvement you desire.

Our main challenge is to help you achieve a better job and, therefore, we compete in quality and professionalism"

Are you ready to take the leap?
Excellent professional development awaits you.

The MBA in Purchasing Management at TECH Technological University is an intensive program that prepares you to face the challenges and decisions at the business level. The main objective is to promote personal and professional growth. Helping students achieve success.

If you want to improve yourself, make a positive change professionally and network with the best, this is the place for you.

Immerse yourself in this comprehensive master's degree and get that promotion you want so much.

Achieve professional improvement in a short time thanks to this quality specialization offered by TECH Technological University.

When the change occurs

During the program	During the first year	After 2 years
31%	**35%**	**34%**

Type of change

Internal Promotion **40%**

Change of Company **35%**

Entrepreneurship **25%**
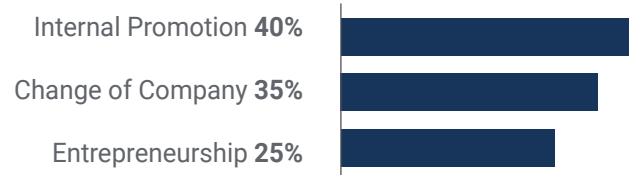
Salary increase

This program represents a salary increase of more than **25.22%** for our students

Salary before	A salary increase of	Salary after
$77,000	**25.22%**	**€96,419**

11
Benefits for Your Company

The MBA in Purchasing in Management helps raise the organization's talent to its maximum potential by training high-level leaders. Therefore, participating in this academic program will not only improve you on a personal level, but, above all, on a professional level, enhancing your education and improving your managerial skills. Additionally, joining TECH's educational community is a unique opportunity to access a powerful network of contacts in which to find future professional partners, clients, or suppliers.
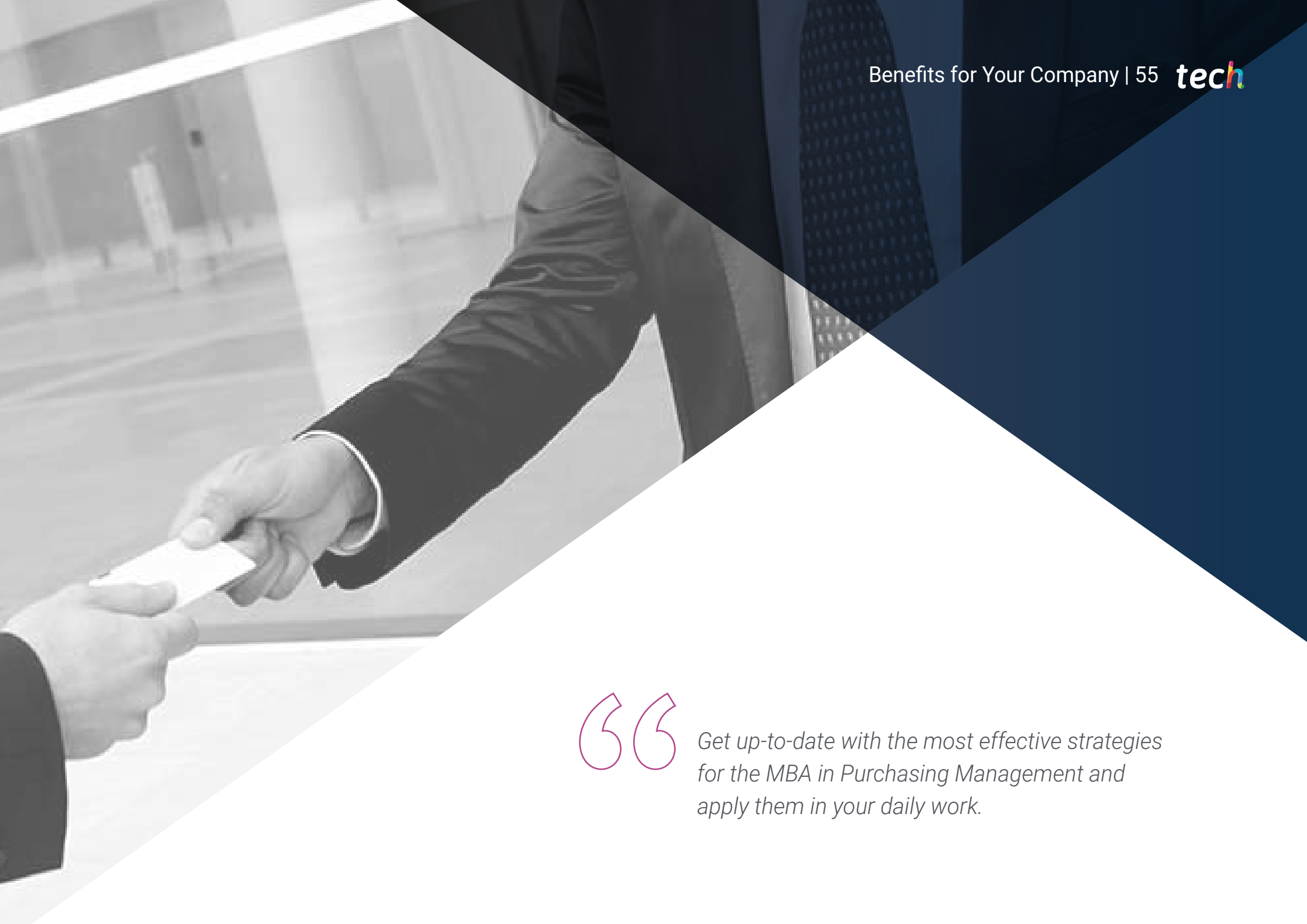
Get up-to-date with the most effective strategies for the MBA in Purchasing Management and apply them in your daily work.

Developing and retaining talent in companies is the best long-term investment.

01

Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

03

Building agents of change

The professional will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the executive and opens new avenues for professional growth within the company.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.

05

Project Development

The managers will be able to work on a real project or develop new projects in the field of R&D or business development of their company.

06

Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

12
Certificate

The MBA in Purchasing Management guarantees students, in addition to the most rigorous and up-to-date education, access to a Executive Master's Degree diploma issued by TECH Technological University.

" After completing your studies with us, you will receive your degree endorsed by TECH without having to go through complicated procedures"
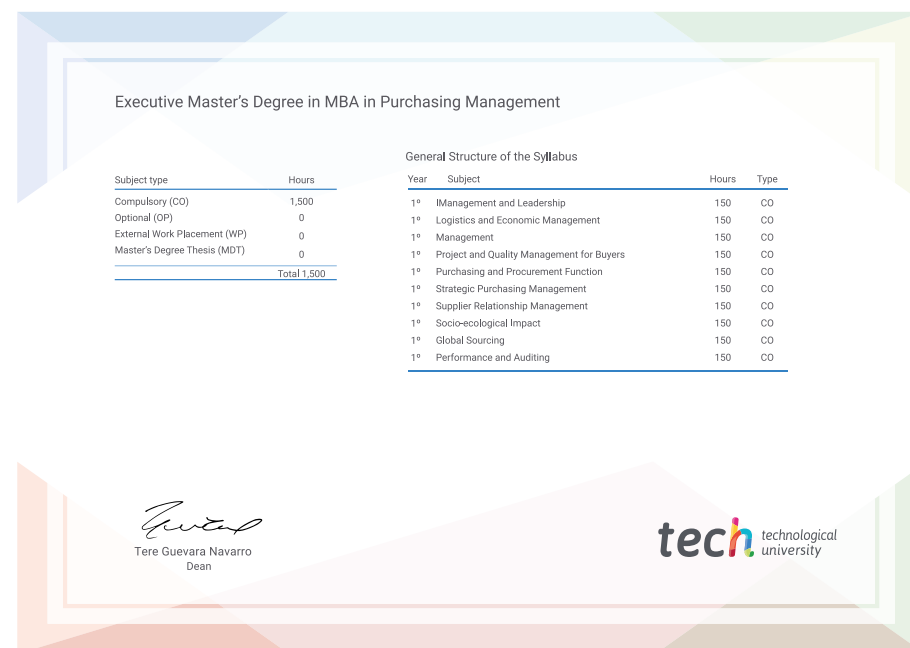
This **MBA in Purchasing Management** contains the most complete and up-to-date academic program on the market.

After the students has passed the assessments, they will receive their corresponding **Professional Master's Degree** diploma issued by **TECH Technological University** via tracked delivery*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Executive Master's Degree, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Executive Master's Degree MBA in Purchasing Management**

Official Nº of Hours: **1,500 hours.**

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tech technological university

Awards the following
CERTIFICATE
to

Mr./Ms. _____ with identification number _____.
For having successfully passed and accredited the following program

EXECUTIVE MASTER'S DEGREE
in

MBA in Purchasing Management

This is a qualification awarded by this University, equivalent to 1,500 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

Tere Guevara Navarro
Dean

This qualification must always be accompanied by the university degree issued by the competent authority to practice professionally in each country.   Unique TECH Code: AFWORD23S   techtitute.com/certificates

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Executive Master's Degree in MBA in Purchasing Management

Subject type	Hours
Compulsory (CO)	1,500
Optional (OP)	0
External Work Placement (WP)	0
Master's Degree Thesis (MDT)	0
Total 1,500	

General Structure of the Syllabus

Year	Subject	Hours	Type
1º	IManagement and Leadership	150	CO
1º	Logistics and Economic Management	150	CO
1º	Management	150	CO
1º	Project and Quality Management for Buyers	150	CO
1º	Purchasing and Procurement Function	150	CO
1º	Strategic Purchasing Management	150	CO
1º	Supplier Relationship Management	150	CO
1º	Socio-ecological Impact	150	CO
1º	Global Sourcing	150	CO
1º	Performance and Auditing	150	CO

Tere Guevara Navarro
Dean

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*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.

Executive Master's Degree
MBA in Purchasing Management

- » Modality: **online**
- » Duration: **12 months**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

Executive Master's Degree
MBA in Purchasing Management

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