PARCOURS COMPÉTENCES+

360° BUYER: MASTER THE TRADE

Cours pratique de 9 jours

NEW

Prix : Contact us

DESCRIPTION

An immersive, collaborative, and certification-based program designed to accelerate performance. Aimed at beginners, professionals, and those seeking a career change, it develops comprehensive mastery of the procurement cycle, from needs analysis to supplier management. Its innovative teaching approach, based on hands-on, real-world experience, fully integrates legal, sustainability, interpersonal, and digital considerations.

INTENDED AUDIENCE

Beginner buyers or those new to the role, as well as operational staff looking to streamline their work processes. Professionals seeking a career change (logistics, sales, administration, etc.).

TEACHING OBJECTIVES

At the end of the training, the participant will be able to:

- Understanding the Buyer's Role, Responsibilities, and Approach
- Mastering every step of the purchasing process
- Ensuring the legal and contractual soundness of procurement practices
- Conducting Effective and Balanced Supplier Negotiations
- Integrating CSR, compliance, and digitalization considerations into procurement
- Implement tools and methods that can be directly applied in their professional context

PREREQUISITES

None

PARTICIPANTS

Beginner buyers or those new to the role, as well as operational staff looking to streamline their work processes. Professionals seeking a career change (logistics, sales, administration, etc.).

PREREQUISITES

None

TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.
Participants also complete a placement test before and after the course to measure the skills they've developed.

TEACHING AIDS AND TECHNICAL RESOURCES

• The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
• At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
• A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

PRACTICAL DETAILS

Role-playing
Educational games, role-playing, creation of customized templates.

Mentoring
A lead instructor guides participants through the program: he or she grades case studies and exercises on the collaborative portal as part of the intersession activities to ensure personalized and ongoing support.

Teaching methods
Immersive, engaging, and collaborative learning.

FINANCING SOLUTIONS

Plusieurs solutions existent pour financer votre formation et dépendent de votre situation professionnelle.

Découvrez-les sur notre page :
Comment financer sa formation ou contactez votre conseiller formation

TIMES

THE TRAINING SESSIONS TAKE PLACE FROM 9.00 AM TO 5.30 PM, WITH A LUNCH BREAK OF BETWEEN 1 HOUR AND 1 HOUR 30 MINUTES.

For four- and five-day hands-on courses, sessions end at 16:00 on the last day of the course, regardless of the teaching mode..

POURQUOI CHOISIR LE PARCOURS 360° Buyer: Master the Trade

Make the transition from an operational role to one that creates value.

- Leverage innovative tools (digital, AI, CSR) to manage procurement.
- Make sound decisions using effective and immediately applicable methods.
- Master the entire purchasing cycle, from identifying needs to negotiation.
- Generate sustainable cost savings and improve supplier performance.

A challenging journey to develop your expertise as a 5.0 buyer

VOTRE CERTIFICATION

Compétences+ 360° Purchasing Professional Certification.

01

CERTIFICATION REQUIREMENTS THE COMPÉTENCES+ 360° PURCHASING PROFESSIONAL CERTIFICATION IS BASED ON TWO COMPONENTS: 1. A PROFESSIONAL THESIS: THE CANDIDATE COMPLETES A PURCHASING CASE S OF APPROXIMATELY 10 PAGES. THIS REPORT PRESENTS A PROFESSIONAL CHALLENGE, ITS ANALYSIS, AND THE PROPOSED RECOMMENDATIONS. 2. A 2 30-MINUTE ORAL DEFENSE: 15 TO 20 MINUTES TO PRESENT THE THESIS AND CASE STUDY, FOLLOWED BY A DISCUSSION AND QUESTION-AND-ANSWER S WITH THE PANEL.

02

SKILLS ASSESSED THE CERTIFICATION VALIDATES: - MASTERY OF THE FUNDAMENTALS OF THE PURCHASING PROFESSION; - THE ABILITY TO ANAL AND SYNTHESIZE A PROCUREMENT ISSUE;- THE ADOPTION OF A STRATEGIC APPROACH;- THE ABILITY TO FORMULATE RELEVANT RECOMMENDATIONS; ABILITY TO CREATE VALUE FOR THE ORGANIZATION;- THE TRANSITION TOV **PURCHASER 5.0** MINDSET.

03

ASSESSMENT PROCEDURE THE PROFESSIONAL THESIS SERVES AS THE BASIS THE DEFENSE. THE CANDIDATE PRESENTS THEIR CASE STUDY, EXPLAINS THE APPROACH, AND ANSWERS THE JURY'S QUESTIONS TO DEMONSTRATE THEI MASTERY OF THE TARGETED COMPETENCIES.

MON PARCOURS

DISPOSITIF PÉDAGOGIQUE HYBRIDE : 5 modules, 4 inter-sessions répartis sur 4 à 5 mois

- **Module** : Sessions en présentiel et distanciel
- **Inter-session** : Travaux en autonomie + accompagnement + plateforme dédiée
- Un formateur référent + un ingénieur pédagogique ORSYS dédié à toute la coordination
- Un suivi individualisé, du démarrage au passage de la certification

MODULE 01
Becoming a Buyer: Understanding the Rules of the Game

2 JOURS
- Overview of the training program: cohort, schedule, digital portal, and the Compétences+ certificate.
- Understanding the Strategic Role of the Procurement Function: Definition, Key Responsibilities, and Interactions.
- Mastering the Procurement Process: Essential Steps, Key Players, and Risks.
- Putting Yourself in the Buyer's Shoes: Tools, Specifications, and Performance Metrics.
- Practical application through an immersive simulation of the purchasing cycle: the “VALACCHA” game.

Role-playing :
Understanding the procurement function and its fundamentals. “VALACCHA” board game—an immersive simulation of the procurement cycle.

INTER-SESSION

- Sharing Forum: Building a learning community and collaboratively developing solutions to issues related to competitive bidding.
- Fundamentals Assessment Quiz: Reinforcing the key knowledge essential to the procurement function.
- A overarching project—whether based on a real-world context or fictional—that involves the practical application of what has been learned to a real-world problem, promotes sustainable skill development, and serves as the basis for the final

MODULE 02
Securing Purchases, from Sourcing to Supplier Management

2 JOURS
- Market and Sourcing Analysis: Categories, Trends, Mapping, and Supplier Segmentation.
- Structuring and Securing a Request for Proposals: Preparation, Selection Criteria, and Digital Tools.
- Incorporating legal and contractual aspects: essential and specific provisions, risk prevention.
- Managing Supplier Performance: Tracking Key Metrics, Continuous Improvement Plans, and Reporting Tools.

Hands-on work :
Introduction to the Role of AI in Sourcing and Procurement Security

INTER-SESSION

- Sharing Forum: Development of a learning community that promotes the exchange of best practices and the collaborative development of solutions to issues related to competitive bidding.
- Assessment Quiz: Reinforce your knowledge and best practices for launching and securing a request for proposals by identifying the key steps and points to watch out for.

MODULE 03
Seeking Agreement: How to Succeed in Negotiations

2 JOURS
- Understanding the Fundamentals of Purchasing Negotiations: Challenges, Objectives, and Approach.
- Structured Preparation for Negotiations: What Leverage Is Available? Possible Concessions (BATNA).
- Effective Negotiation: Key Phases, Techniques, and Formalizing Agreements.
- Managing Tension and Complex Situations: Anticipating and Addressing Objections, Positive Communication.

Hands-on work :
The Fundamentals of Collaborative Communication to Support Purchasing Negotiations. Raising Awareness of the Use of AI to Prepare for Negotiations. Training Through Role-Playing and Simulations.

INTER-SESSION

- Sharing Forum: Development of a learning community that promotes the exchange of best practices and the collaborative development of solutions to issues related to competitive bidding.
- Assessment Quiz: Which Negotiation Technique Should You Use?

MODULE 04
The 5.0 Buyer: Responsible and Digital

2 JOURS
- Introduction to the Challenges of Digitalization and AI: Thoughtful Automation, Ethics, and Cybersecurity.
- Integration of regulatory and compliance issues: duty of care, GDPR, Sapin II Act.
- Implementation of Responsible Procurement: CSR, ISO 20400 Standard; Responsible Procurement Clauses.
- Digitization of the Procurement Function: An Overview of AI Tools, Processes, and Use Cases in Procurement.
- Developing an Individual Action Plan: The "Red Thread" Project.

Practical and digital activities :
Developing a personalized plan. Testing AI tools and prompts.

INTER-SESSION

MODULE 05
Compétences+ 360° Buyer Certification: From Mastering the Fundamentals to the 5.0 Buyer

1 JOUR
- The Professional Thesis – Purchasing Case Study (approximately 10 pages).
- Oral defense (25 to 30 minutes): 15 to 20 minutes of presentation, followed by a question-and-answer session.

Exam :
The Compétences+ 360° Buyer certification validates mastery of the fundamentals of procurement and the transition toward becoming a 5.0 buyer. It is based on a professional thesis and an oral defense, which assess the candidate's analytical and synthesis skills, strategic approach, and ability to create value.

CALENDRIER PROMO 2026

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