



# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

## STRATEGIC SOURCING AND VENDOR MANAGEMENT



**Programme Director: Prof. Peeyush Mehta**



**Programme Dates: September 12 - 15, 2022**



**Programme Venue: MDC, IIM Calcutta**



## INTRODUCTION

Strategic sourcing is the process of designing appropriate supplier relationships for managing the supply chains. Sourcing is increasingly becoming a highly competitive tool and attracting top management attention as a differentiation strategy for the firms. The focus on strategic sourcing has increased in the post-pandemic world where supply chain resilience is one of the most important objectives of the firms. With increasing complexity of the supply chains, firms are exploring several ways to remain cost effective while being highly responsive and agile.



Strategic sourcing and related functions play an important role in achieving these organisational goals. The programme on strategic sourcing and vendor management will focus on developing successful sourcing strategies for a wide variety of supply chain contexts. The programme will also highlight various techniques to enable robust and analytical sourcing decisions.

## OBJECTIVES:

- Integrate the sourcing strategy of the firm with its supply chain and business strategy
- To enable practising managers understand the growing strategic role of sourcing and procurement in building supply chain and organisational competitiveness.
- To introduce various analytical tools and techniques to design and implement effective sourcing strategies.
- Analyze the impact of global restructuring of supply chains to achieve resilience on the design of sourcing strategies in the post-pandemic world.



## PEDAGOGY

The programme would use interactive case discussions, in-class assignments, business simulations. The programme would be facilitated by IIM Calcutta faculty. The participants will be introduced to several elements of developing cutting edge sourcing strategy and vendor management techniques. Participants will be provided with selected reading materials and global case studies.



## WHO MAY ATTEND

This program is designed for middle to senior managers involved in sourcing, procurement, supply chain functions, vendor management in manufacturing, logistics, information technology and marketing functions. The program would be useful for managers involved in the tactical and long-term strategic growth of their firms in various supply chain activities.



## KEY TOPICS

- Strategic Sourcing Framework and Operations Strategy
- Sourcing Forensics and Competitive Benchmarking in global sourcing practises
- Managing Supplier Relationships
- Contract Design in Strategic Sourcing
- Analytical tools in Supplier Selection and Vendor Management
- Strategic Outsourcing (Make versus Buy Decisions) and Procurement Strategies
- E-procurement and Auction Design



## PROGRAMME DIRECTORS:

**Peeyush Mehta** is a Professor of Operations Management at Indian Institute of Management Calcutta since 2012. During 2005–2011, he was a faculty in the Department of Industrial & Management Engineering at the Indian Institute of Technology Kanpur. He obtained his doctoral degree from Indian Institute of Management Ahmedabad. He worked as a Post-Doctoral Research fellow at the Nanyang Technological University, Singapore. After obtaining his Bachelor of Engineering in Mechanical from Jodhpur University, he worked in industry for three years in Power sector operations. Peeyush's research interests are in the areas of operations strategy, supply chain coordination, strategic sourcing, supply contracts, manufacturing competitiveness, and game theory applications in operations. His research has appeared in a number of acclaimed international journals. At IIM Calcutta, he teaches courses on production and operations management, supply chain management, manufacturing management. He has taught in several executive programs for wide variety of firms in the areas of operational excellence, strategic sourcing, vendor development, service operations and supply chain management.

## PROGRAMME DETAILS

- **Duration:** September 12 - 15, 2022
- **Programme Commencement:** 9:00 AM on September 12, 2022
- **Programme Conclusion:** 2:00 PM on September 15, 2022
- **Venue:** Management Development Centre (MDC), IIM C Campus
- **Accommodation:** For Residential participants
  - **Check in:** September 11, 2022 (6:00 pm onward)
  - **Check out:** September 15, 2022 (2:00 pm)



## PROGRAMME FEES

- **Residential (R):** ₹ 100,000/- plus taxes and surcharges as applicable.
- **Non-Residential (NR):** ₹ 90,000/- plus taxes and surcharges as applicable.

We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.

### Discount on Programme fees:

A discount of 10% on the Programme fees can be availed by an organization if it nominates at least 4 participants for a particular MDP.

## TERMS & CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIM C will be provided till 2.00 p.m. on the last day of the Programme. Participants staying beyond this time will have to bear additional stay and food charges, which they have to settle directly with the hospitality service provider, conditional upon room availability.
- Cancellation Policy: In case you/your nominated candidate(s) does(do) not attend the programme, 40% of the programme fees will be retained, as per policy.
- Executive Education Alumni: With effect from April 1, 2017, participants of IIM Calcutta's 'Open' MDPs who attend 20 days of learning through two or more Open MDPs will be eligible to apply for 'Executive Education Alumni of IIM Calcutta' status.



## HOW TO APPLY

- You can apply/nominate your personnel by clicking on the “Apply Now” link corresponding to the particular MDP, as appearing on our online calendar available at: <https://iimcal.ac.in/mdp/mdp-calendar>
- Once the candidature(s) is (are) approved, the sponsoring authority or participant (in case of self-nomination) will be intimated over email along with the Payment Advice seeking programme fees in advance.
- Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS).
- Upon remitting the fees online, kindly intimate CMDP office with the UTRNo./relevant transaction details through email, so that we can connect your remittance to your nomination(s). Please note that confirmation of participation is subject to receipt of Programme fees by CMDP Office before commencement of the MDP.

## IIM CALCUTTA’S RANKINGS AND ACCREDITATIONS

- Triple accreditations by AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS.
- IIM Calcutta is the only B-school in India to be a part of the prestigious CEMS. (The Global Alliance in Management Education or CEMS (formerly the Community of European Management Schools and International Companies) is an international cooperation of leading business schools and universities with multinational companies and NGOs).
- IIM Calcutta has been ranked at No. 2 in India and 59 Globally in the Financial Times Executive Education Ranking 2022. IIM Calcutta had secured 2nd rank amongst all B-schools in India and 21st Globally, in Financial Times: Masters in Management Rankings 2020.



### Our correspondence address is as follows:

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For all other details on administrative matters please refer to the ‘Guidelines for Participants’ on our website or e-mail to [program\\_mdp@iimcal.ac.in](mailto:program_mdp@iimcal.ac.in)