Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here’s why that’s an excellent idea.

**AMA Seminars offer your employee:**

- **Extensive practice in a supportive environment.** You really can’t learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.

- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What’s more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.

- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.

- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we’re not just saying that—our customers agree: 98% of participants would come back for another course.

Still feel like you can’t spare your employee for a training session? Take a look at our live online courses which minimize time away from work.

Either way, remember that we don’t lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/4109](http://www.amanet.org/4109)
Purchasing Management

Develop higher-level, up-to-date leadership skills in purchasing and sourcing.

This seminar focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, and better defining landed costs, among others, will be addressed in the course. In addition, you’ll explore an entire set of advanced metrics in both domestic and global sourcing, including RFP management, web-based sourcing, and more aggressive issues like going green, diversity purchasing, sustainability, and sourcing leadership. You’ll also experience case studies and real-life examples in order to understand how to respond to executive mandates regarding purchasing and supply management, contract issues, and more.

How You Will Benefit

- More effectively lead and manage purchasing and sourcing teams and projects
- Recognize the role of the purchasing manager in the global supply chain
- Increase your skill in leveraging options to reduce risks and costs
- Build stronger capabilities in RFP management, vendor and supplier sustainability
- Create better SOWs and supplier contracts
- Understand how contract disputes are resolved with strategic negotiation

What You Will Cover

- Understanding purchasing complexities in today’s business world
- Understanding effective leadership skills in purchasing and sourcing
- Raising the complexity of “total cost of ownership”
- Developing landed cost modeling
- Leveraging web-based sourcing and procurement options
- Diversity management in procurement options
- Successful project management in purchasing and sourcing
- What you need to know about U.S. Government regulations in sourcing and purchasing

Who Should Attend

Experienced supply chain purchasing personnel and others who deal with sourcing, purchasing, logistics, operations, and/or the management of vendor and supplier relationships.

Schedule
• [2] days - $2,195 Non Members
• [2] days - $1,995 AMA Members
• [2] days - $1,889 GSA

Credits
1.2 CEU

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