

TYPICAL TRAINING PROGRAM

DAY 1

10:00 - Welcome and introduction to School of Purchasing
10:30 - Introduction to the Game
11:00 - Gameplay Round 1: Strategy Development and first year
13:00 - Lunch Break
14:00 - Training on sourcing levers
15:00 - Gameplay Round 2 - Lever application
17:00 - Analysis of the game & debriefing
19:00 - Dinner together

DAY 2

09:00 - Training on supplier satisfaction & preferred customer status
10:30 - Gameplay Round 3: Applying the preferred customer logic
12:00 - Lunch Break
13:00 - Training on innovation and risk management
13:45 - Gameplay Round 4: Innovation and risk management
15:15 - Analysis of the game, debriefing & award ceremony
16:00 - End of the workshop

The training can be delivered in German,
Dutch, English and Portuguese.

INTERESTED?



info@suplay.nl
www.suplay.nl
+49-171-7891334

Ruwerstraat 9
7545 SM Enschede
The Netherlands

suPlay 
THE SERIOUS PURCHASING GAME

Practice and develop indispensable
skills in purchasing

A unique training method developed
at the University of Twente

- ▶ Learn which procurement optimisation strategies work, and why
- ▶ Discover how supplier satisfaction can take you to a leading position in innovation management
- ▶ Discover how supplier satisfaction helps to retain good suppliers in the long term and optimise costs in parallel

SERIOUS GAME

SuPlay is a scientifically based procurement training method for professional purchasers in the form of a serious game. Based on various procurement strategies combined with project objectives and direct challenge from other participants, the game is dynamic and realistic. Purchasers are motivated and trained in a structured way. Next to hard skills, also soft skills are developed. Learning by playing is a substantially more efficient method than traditional training and with sustainable results.

A unique business procurement training method developed at the University of Twente, in which purchasers practice and develop indispensable skills.

HARD SKILLS

Cost-optimisation strategies



Supplier satisfaction



Innovation management



Risk recognition and learning to act on it



Information analysis: Distinguishing between important and unimportant sources



The development of joint entrepreneurship



Maximising supplier satisfaction and loyalty



Insights into the competition game among purchasing firms

SOFT SKILLS

HOW DOES IT WORK?

The game takes place in a brewery and players start out as Junior Buyer Packaging. Under professional supervision, the participants develop to the level of CPO within four rounds. In each round new competencies are being added. New workouts, in-game applications and a feedback round enable participants to become final decision-makers with extensive competencies. The combination of various purchasing strategies and real competition between the different participating teams results in a dynamic and realistic playing field in which leadership, teamwork and decision-making are indispensable.

TOPICS MODULE

Cost-optimisation module: Training and practice of the Lever analysis method.

Suppliers satisfaction module: Satisfied suppliers give better prices and collaborate in innovation. Here we train, how to increase supplier satisfaction without additional costs.

Innovation module: Increasingly, buyers have the task of exploiting their suppliers' innovation potential. This module trains how it works.

