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

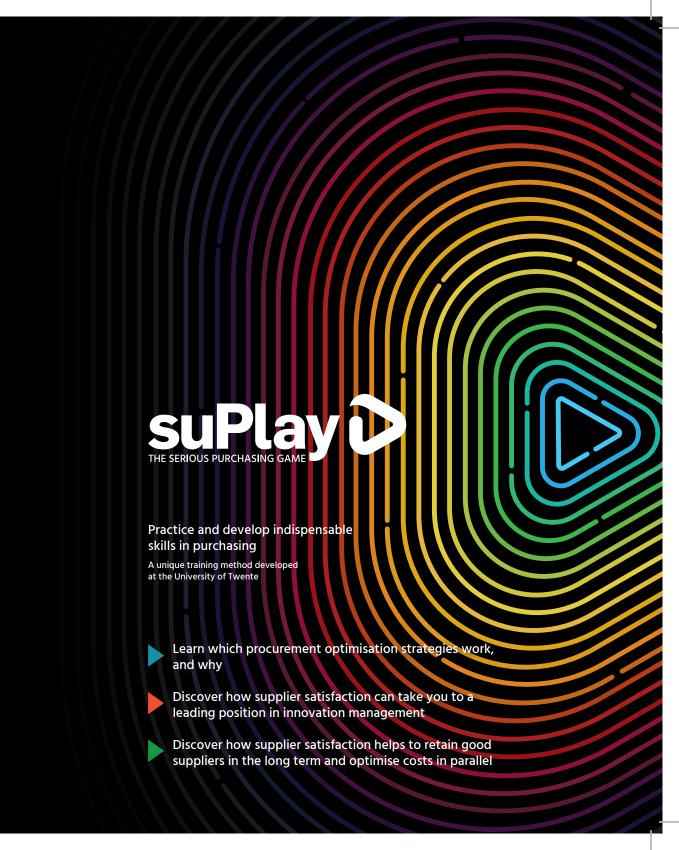
- 09:00 Training on supplier satisfaction & preferred customer status
- 10:30 Gameplay Round 3: Applying the preferred customer logic
- 12:00 Lunch Break
- 13:00 Training on innovation and risk management
- 13:45 Gameplay Round 4: Innovation and risk management
- 15:15 Analysis of the game, debriefing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

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

INTERESTED?



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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.

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.

HARD SKILLS

Cost-optimisation strategies

Supplier satisfaction

Innovation









Risk recognition and learning to act on it



Information analysis:
Distinguishing between important and
unimportant sources



The development of joint entrepreneurship

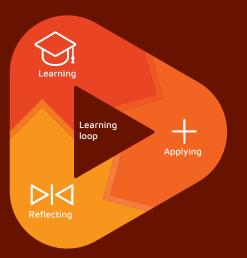


Maximising supplier satisfaction and loyalty



Insights into the competition game among purchasing firms





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.