



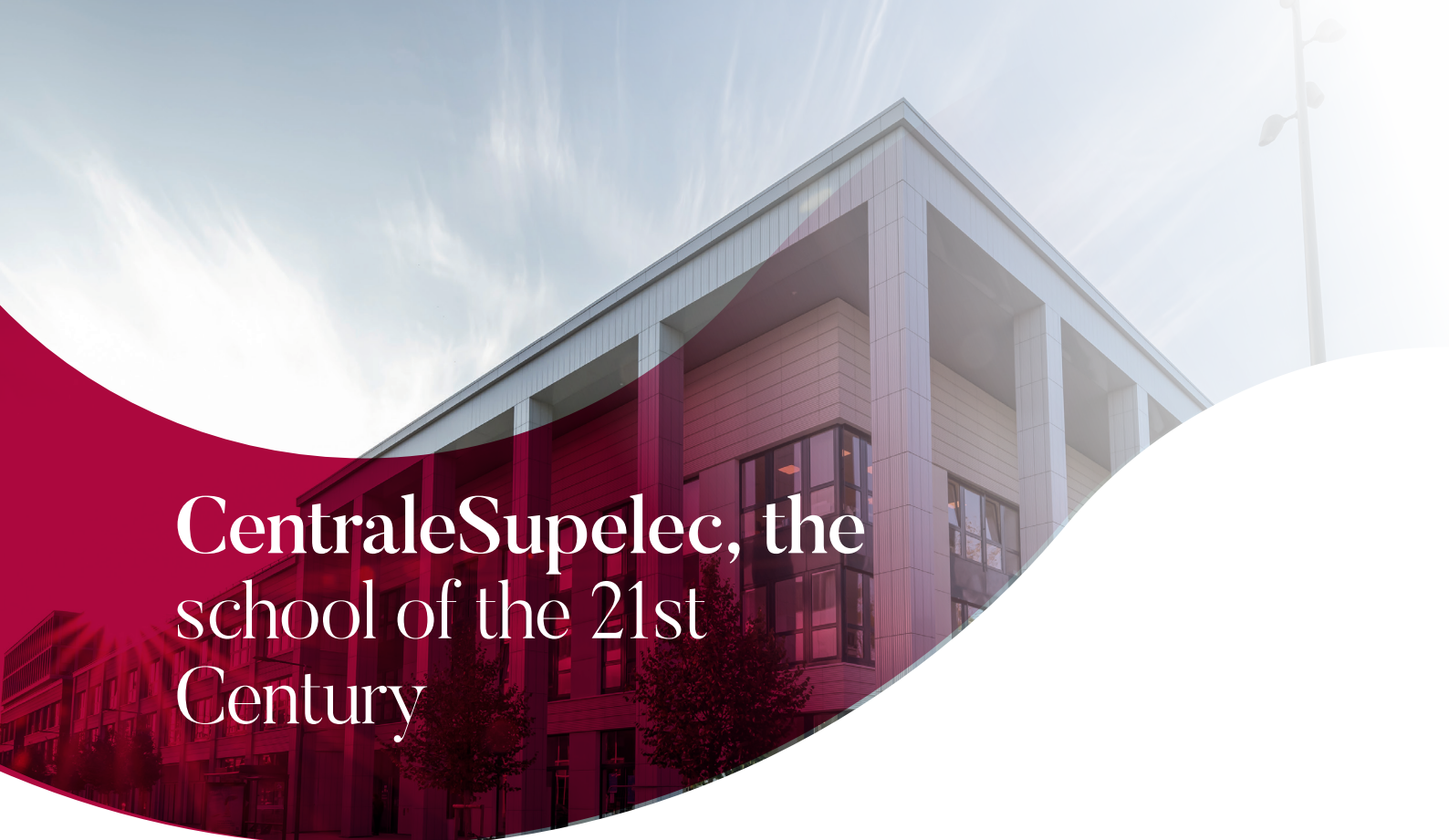
CentraleSupélec

université
PARIS-SACLAY

N°5 EDUNIVERSAL RANKING

Mastère Spécialisé® Purchasing Manager in Technology and Industry





CentraleSupélec, the school of the 21st Century

Our world today is undergoing unprecedented changes. The digital revolution, massive data and globalization are real revolutions that raise huge challenges and expectations for society. Businesses are looking for high-level scientific professionals who are true "integrator-innovators", able to pool wide fields of expertise, generate new solutions, initiate and bring about change with a strong sense of ethics, responsibility and civic engagement, particularly in the face of social and environmental concerns.

Today, CentraleSupélec has all the assets to meet the needs of 21st century companies and businesses:

- By training multidisciplinary engineers-entrepreneurs and experts in complex systems.
- By developing innovative responses to major technological, economic, social and environmental challenges through research.
- By enabling working professionals to acquire the skills they need to adapt to change and make their companies more competitive.

It develops its academic excellence and research through robust and fruitful cooperation with major national organizations such as CNRS, CEA, INRIA, INSERM and ONERA.

RANKED AMONG THE BEST UNIVERSITIES IN THE WORLD:

- 7th worldwide for employer reputation.**
- 12th worldwide for institutions under 50 years of age.**

CentraleSupélec is a founding member of the University of Paris-Saclay, the T.I.M.E. network, the Alliance 4Tech, a strategic partner of the ESSEC Business School and president of the Écoles Centrale Group.

5,000 students and **370** teachers and teacher-researchers in **17** laboratories and research teams
3 campus in France (Paris-Saclay, Metz and Rennes)
3 schools abroad (China, India and Morocco) and **4** associated international laboratories (Brazil, Canada, United States and China)
176 foreign partner universities in **45** countries
80 double-degree agreements
30% foreign students and **24%** foreign professors
140 partner companies
40,000 active graduates in all sectors around the world

Train international purchasing managers, mastering complex environments and capable of bringing high added value to all businesses

Companies in the industrial world (including highly technological service Ones) are now looking for international purchasing managers, mastering complex environments and capable of delivering strong added value to all business lines. A senior purchasing manager must evolve on a global scale and bring both economic and innovation performances.






You want to improve your business sense, to develop strategical partnerships with key suppliers and to get a position recognized as highly contributing to the business of your company ?

Whether you have a commercial, technical or engineering background, PMTI will train you with advanced tools and develop your industrial business sense, crucial to maximize your added value and to prepare your evolution for high potential positions in any kind of industries.

The innovative purchasing training created by CentraleSupélec with partner companies, entirely in English, is becoming increasingly popular. It is ranked among the best education program of this field.

At the end of this training you will obtain a CentraleSupélec diploma as well as a France Compétences certificate.

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

-  **UNDERSTAND** how to contribute to the strategy and development of the company
-  **TRAIN** to the most advanced purchasing methods, in technological and industrial environments
-  **MASTER** the Purchasing best practices, as well as related financial and legal areas
-  **ACQUIRE** a strong international skill and work in English
-  **DEVELOP** an efficient behavior "soft skills"

II

100% delivered in English, CentraleSupélec Exed's Mastère Spécialisé® aims at training Purchasing Managers for the new challenges of the function, in complex, moving and international environments. In this context, their entrepreneurial and managerial skills are also developed, to prepare them, in the long run, to access to strategical leadership positions. II



Fabien DUMONT

Scientific Officer PMTI CentraleSupélec and Managing Partner at Llevant Consulting

How to enter the program?

Target

- Graduates of engineering schools, business schools or university bac+5 (or bac+4 with experiences)
- Experienced professionals in reconversion, looking for positions of International Purchasing Manager, Project Buyer, etc ...
- Buyers and purchasing managers wishing to deepen the best practices of their fields.

Prerequisites

As the entire course is in English, the minimum level of English required is: 600pts (PBT TOEFL - paper based), or 250 (computer based), or 100 (IBT - Internet based toefl), or 850 (TOEIC)

The benefits of the training

A RNCP level 1 (Bac + 5) qualification - International purchasing manager purchasing manager in technology and industry - Code 27378

Eligible for CPF

ISO 9001 certified training

A high-level dual technical-commercial culture

Use of the most advanced purchasing methods and tools

A 14-month work-study program allowing a professional activity



Contact

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Contact Ambassadeur

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Location

Campus Paris-Saclay (Gif-sur-Yvette)

Price

17500 € (HT)

150€ of application fees on apply.centrale-supelec.fr



Schedules

From October 2022 to November 2023



Duration

60 days

420 hours

14 months

SOME FIGURES

96%

finance their training through their company*
*(source: survey 2019)

4 years

of professional experience on average*
*(source: survey 2019)

47 500 €

average net yearly salary on the first job*
*(source: survey 2019)

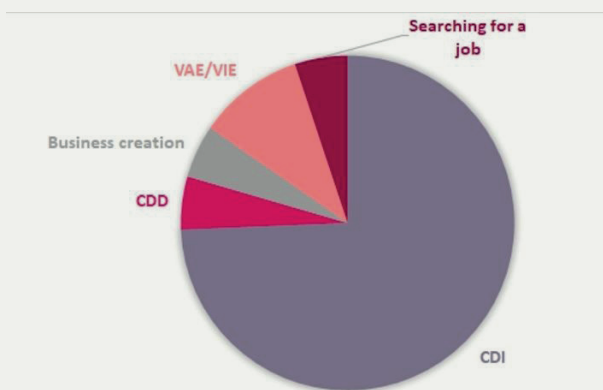
10%

average salary development*
*(source: survey 2019)

10%

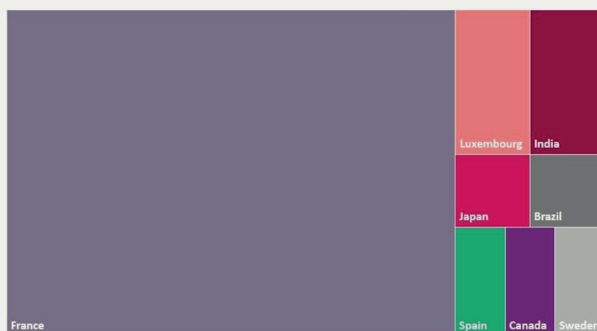
average salary development*
*(source: survey 2019)

GRADUATE EMPLOYMENT CONTRACTS



Source: survey 2017-2020

WHERE ARE GRADUATES WORKING?




Source: survey 2017-2020



What do graduates think about it ?




The multidisciplinary teaching of CentraleSupélec's Mastère Spécialisé® is an asset to buy technical products in an international and complex context. As a result of this training, I was hired as an Industrial Buyer at Snecma in high technology. The change in industrial purchases towards the management of the company's external resources influences practices in the long term, in line with the lessons of the master's degree: supplier risk management, building a long-term relationship and constant search for innovation. 

Célia Tardy-Maniquet

promotion 2014, Industrial Purchasing Manager at SAFRAN AIRCRAFT ENGINES



This training is varied, comprehensive and demanding. Not all courses are geared towards purchasing because as a buyer, we interact with finance, logistics, marketing ... and we need to understand how a business works as a whole to do our job. 

Thi NGUYEN,

Purchasing Manager - Saint-Gobain Coating Solutions

Outlets

- Purchasing Manager
- Chief Procurement Officer
- Global Category Manager
- Project Manager
- Entrepreneur
- ...

UNEXT

Discover our online event program!
Information meetings, conferences, webinars,
testimonials ... don't miss out on these events.

Program

This program is indicative and subject to modification.

MODULE 1

PURCHASING FUNCTION AND SOURCING

- History of the function, make-or-buy, globalization
- Organization, roles and responsibilities
- Maturity and prospective

MODULE 2

NEGOTIATION

- Situational negotiation
- Win-win negotiations, dealing with difficult positions
- Electrocardiogram method

MODULE 3

CONTRACT MANAGEMENT

- General concepts of the legal framework
- Roman law and Anglo-Saxon law
- Public Purchasing and contractors

MODULE 4

TOTAL COST OF OWNERSHIP

- Fundamentals techniques : Value Chain, TCO, Cost factors
- Advanced methodologies : Life cycle management,
- uncertainly, ...
- Total cost of ownership

MODULE 5

SUSTAINABLE PURCHASING

- International normative work: procurement responsibility, international standard, international definition (40 countries)
- Standards Iso responsible purchases
- National contribution / territorial responsibility

MODULE 6

MARKETING AND BUSINESS INTELLIGENCE

- Marketing innovation
- Purchase portfolio segmentation, categories
- Competitive Strengths, market research, Sources of information, technology watch

MODULE 7

INTERNATIONAL TRADE

- Macro-economic issues, associated risks
- Advanced methodologies : Emerging countries, ...
- Legal Framework (weakness of «international law», different systems of national law, international contracts, dispute resolution)

MODULE 8

INDUSTRIAL STRATEGIES / KEY CATEGORIES

- Key points from the study of a category (players, perimeter, price, technology, terms,...), study of market or market expertise
- Industrial strategy
- Focus on several categories (examples): raw materials, energy, components, industrial subcontractor, logistics, engineering, investment, maintenance, it and telecoms, insurance,...

MODULE 9

SUPPLY CHAIN MANAGEMENT

- Logistic schemes, Inventory and product management
- Methods (MRP, just-in-time,...)
- Collaborative Supply chain, Lean management

MODULE 10

SUPPLIER MANAGEMENT AND SUPPLIER INNOVATION

- Concept of extended enterprise, integration, governance
- Methods of operational excellence (lean, six sigma, OPI,...)
- Open-innovation, innovation with/by the suppliers

MODULE 11

RISK MANAGEMENT

- Identification, segmentation of the risk, methods and tools
- Recovery Plan (prevention, contingency and recovery)
- Detailed review of the various families of risks (commercial, financial, technical, international,...)

MODULE 12

FINANCIAL ENGINEERING

- Basic concepts (roles of the financial function, balance, Profit & Loss, intermediate balances, financial ratios) - e-learning
- Interaction with purchasing strategies (effects on the balance sheet (investments, working capital) and on the P&L (earnings, financial expenses, sales and windfall profits)
- Financial health of suppliers

MODULE 13

DIGITAL PURCHASING AND INFORMATION SYSTEM

- Transactional systems (workflows, e-catalogs, marketplaces, reversed auctions, ...)
- Decision systems (databases, reporting, SRM)
- Spend analysis with IA system

MODULE 14

LEADERSHIP, TEAMWORK AND COMMUNICATION

- Leadership, situational management and team decision
- Creativity blast and communication impacts
- Training by role and video games

MODULE 15

INTERCULTURAL BUSINESS

- Sessions dedicated to the main cultures encountered in business (decoding and learning)
- Training (presentations, meetings...)
- Doing business in (examples): China, Japan, India, Middle East, Africa, English-speaking world, Latin American, Slavic world,...- Intercultural decoding

MODULE 16

DECISION AID

- Decision-making process, quantitative and qualitative, rational and emotional
- Cognitive, collective, organizational biases and errors of decision
- Statistics, probability, tests, risk

MODULE 17

VALUE CREATION

- Functions and functional specifications
- Analysis of the value, design to cost objective, design to life cycle, quality function deployment
- Capture of the supplier innovation and manage the supplier in the design phase

MODULE 18

INDUSTRIAL PROGRAM MANAGEMENT

- Concepts of project management, organization, methods and tools
- Engineering, construction sites, ad - hoc organizations
- Planning and budgeting
- Uncertainty

Teachers team

Scientific officer

- Fabien DUMONT

Scientific Officer PMTI CentraleSupélec and Managing Partner of Levant Consulting

Teachers

82% are professional experts in various fields, from purchasing to operations, with also legal, finance, communication contributors, ...
18% are CentraleSupélec teachers-researchers, bringing the Value of the school methodology and structure.

Evaluation

- Exams throughout the different modules
- A professional thesis to write and present in front of a jury of experts

Pedagogy / Structure

- Course and practical work in English
- Part-time, one week of teaching per month
- Work-study internship (Part-time 3 weeks/month)
- Case studies in group work
- Learning methods and tools (including several originals)
- E-learning
- Role playing (soft skills)
- Serious Games
- Professional thesis, with defense.
- The teaching content is declined in the form of interactive lectures (face-to-face, and supplemented by e-learning in certain disciplines), practical work (mainly case studies), compulsory and noted visits (companies and trade shows) and conferences. The operational applications are done in projects (in groups) and in an internship (individual, leading to a professional thesis). In addition, training (role plays) and seminars help develop relational and managerial skills.

L'excellence en action

CentraleSupélec // 2022

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Campus de Metz

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