



IIM
SIRMAUR

Strategic Procurement



Programme Director:
Prof. Mohita G Sharma



Programme Dates:
October 12-13, 2023



Programme Venue:
IIM Sirmaur, Himachal Pradesh



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**Management
Development
Programme**



IIM SIRMAUR
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INDIAN INSTITUTE OF MANAGEMENT SIRMAUR

Rampur Ghat Road, Paonta Sahib,
Himachal Pradesh-173025

OBJECTIVES:

The procurement function has undergone absolute transformation and it is being considered the critical point which can make or break a strategy. Procurement excellence involves both decision making and peoples skills to navigate through the process of procuring right. It is considered as a profit center. Post-Covid the importance of this lever has escalated manifold.

With this backdrop, this two-day program has been specially designed for junior and middle managers to highlight the changing role of procurement, learn purchasing and negotiating skills and how professionals can contribute to the bottom line through this tool.



PEDAGOGY:

Case studies, Interactive exercise, Experience sharing, Conceptual presentation



WHO MAY ATTEND:

Junior / Middle level professionals and decision makers from other areas who will manage cross-functional teams.



KEY TOPICS:

- Procurement in transition
- Strategic Sourcing Quality aspects in Procurement Decision making tools in Procurement Reverse Auction and e-procurement Negotiations in procurement Games in Negotiation. Project Procurement Sustainable Procurement



PROGRAMME DIRECTOR:

FPM (IIM-Lucknow); MPIB (IIFT-New Delhi); B.Tech. (Electrical) (IIT-BHU), Varanasi; Chevening Rolls-Royce Science and Innovation Fellowship at SAID Business School, University of Oxford

Prof. Mohita is an FPM from IIM Lucknow and has experience in the Industry and Academics. An Engineer from IIT-BHU (Varanasi), she has worked in the industry as Transformer Design Engineer in BHEL. After her MPIB from IIFT, New Delhi she worked in the Procurement Department of Air India (erstwhile Indian Airlines). For the past 12 years, she has shifted to full-time academics at FORE School of Management New Delhi teaching Operations and Supply Chain subjects. As a Chevening scholar in the area of Science and Innovation (CRISP), she attended a fellowship at University of Oxford. She has published widely in reputed International Journals (A category) and case studies in Ivey and accepted in Harvard Publishing. She brings the rich experience of the industry and tough academic rigor to her teaching and research. Her current areas of research include Logistics, Supply Chain, Technology Management, Block Chain, Service Operations, Operations Strategy, Product Service Systems, and Sustainable Operations.

PROGRAMME DETAILS

- **Duration** : October 12-13, 2023
- **Programme Commencement** : 10.00 AM on October 12, 2023
- **Programme Conclusion** : 5.00 PM on October 13, 2023
- **Venue** : IIM Sirmaur Campus
- **Accommodation**
 - **Check in:** October 11 (6.00 PM onwards)
 - **Check out:** October 13 (till 1.00 PM)

PROGRAMME FEES

- **Residential (R):** INR 18,000/- plus taxes and surcharges as applicable.
- **Non-residential:** INR 11,000/- 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."

HOW TO APPLY

- To apply or nominate personnel for the programme, click on the "Register Now" link in the brochure or visit <https://iimsirmaur.ac.in/mdp/>
- Once the candidature is approved, the sponsoring authority or participant (in case of self-nomination) will receive an email with a Payment Advice requesting the Programme fees in advance.
- Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS). After remitting the fees online, please inform the CMDP office of the UTR number or relevant transaction details via email. This will allow us to connect your remittance to your nomination(s).
- Please note that confirmation of participation is subject to receipt of Programme fees by the CMDP office before the commencement of the MDP.



IIM Sirmaur Proposed Campus



IIM Sirmaur MDP Experience

TERMS & CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIMS will be provided till 12:00 noon on October 14, 2023. 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.

HOW TO REACH IIM SIRMAUR

IIM Sirmaur is located in Paonta Sahib, in Himachal Pradesh. The distance of Paonta Sahib from Jolly Grant Airport Dehradun is 78.5 km. It takes 2 hours and 30 minutes from Dehradun Airport, 2 hours and 30 minutes from Chandigarh Airport, and 5 hours and 30 minutes from Delhi Airport to reach Paonta Sahib. The nearest Railway stations are Yamuna Nagar, Saharanpur, and Dehradun. They are all located approximately at one and half hour taxi drive from Paonta Sahib.

NEARBY TOURIST DESTINATIONS

- Gurudwara Paonta Sahib Ji : Situated within the city
- Kalesar National Park : Located 13 km away
- Renuka Lake: Located 47 km away
- Mussoorie : Mussoorie is a hill station located 87 km away
- Haridwar : Haridwar is a holy city situated 105 km away



Our correspondence address is as follows:

MDP Office

Indian Institute of Management Sirmaur, Rampur Ghat Road, Paonta Sahib, Himachal Pradesh - 173025

Phone: 01704-277367

Email: mdpoffice@iimsirmaur.ac.in | Weblink: <https://www.iimsirmaur.ac.in/mdp/mdp-calendar>

For all other details on administrative matters please refer our website www.iimsirmaur.ac.in/mdp/ or e-mail to mdpoffice@iimsirmaur.ac.in