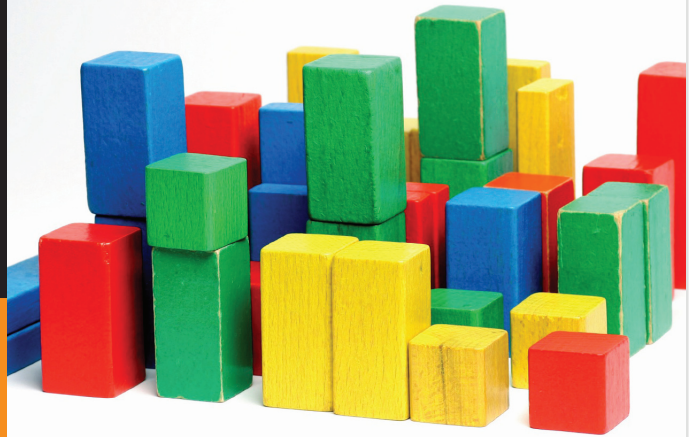


Module Matrix

Overzicht



Welke modules komen
in welke trainingen aan
bod?



	Inkoop Management	Inkoop Praktijk	Inkoop Marketing
0. InkoopInleiding			
0.1 Algemene terminologie & actuele inkoopbegrippen	Orange	Dark Blue	Light Orange
0.2 Ontwikkelingen en personeel	Orange	White	White
0.3 InkoopModel	Orange	Dark Blue	Orange
1. InkoopFunctie			
1.0.a InkoopFunctie hoofdgebied	Orange	Dark Blue	White
1.0.b Value en Supply chains	Orange	Dark Blue	Orange
1.4.a Beleid	Orange	White	White
1.4.c Inkoopethiek	Orange	Dark Blue	White
2. InkoopProces			
2.0 InkoopProces hoofdgebied	Orange	Dark Blue	Orange
2.1 Specificeren			
2.0.1 Europees Aanbesteden (EA)	Light Orange	Light Purple	White
2.1 Initieel specificeren	Orange	Dark Blue	Light Orange
2.1.4.a Total Cost of Ownership (TCO)	Orange	Dark Blue	White
2.1.4.b Portfolio analyse (Inkoop en Verkoop)	Orange	Dark Blue	White
2.1.4.c InkoopStrategie	Orange	Dark Blue	Light Orange
2.2 Selecteren			
2.2.1.a Marktonderzoek	Orange	Dark Blue	White
2.2.1.b Vendor appraisal	Orange	Dark Blue	White
2.2.2.a Offerteaanvraag en -beoordeling	Orange	Dark Blue	White
2.2.2.b Optional bidding	Orange	Dark Blue	White
2.2.4.a Leveranciersselectie	Orange	Dark Blue	Light Orange
2.3 Contracteren			
2.3.1.a Contractvormen & service level agreements (SLA)	Orange	Dark Blue	White
2.3.2 Onderhandelen	White	Dark Blue	White
2.3.3 Contract afsluiten	Orange	Dark Blue	Orange
2.3.4 Contractmanagement	Orange	Dark Blue	Orange
2.4 Bestellen			
2.4.1.a Bestelfunctie	Orange	White	Light Orange
2.4.1.b Gebruik ERP functionaliteit	White	Dark Blue	White
2.4.2 Orderbewaking	White	Dark Blue	White
2.5 Managen			
2.5.1 Contractbewaking	Orange	Dark Blue	Orange
2.5.2 Leveranciersmanagement	Orange	Dark Blue	Orange
2.5.3 Prestatie-indicatoren	Orange	Dark Blue	Orange
2.6 Evalueren			
2.6.1 Vendor rating	Orange	Dark Blue	White
2.6.2 Inkoopresultaatmeting 1	Orange	Dark Blue	Orange
2.6.3 Inkoopresultaatmeting 2	Orange	White	White




3. InkoopMarketing

- 3.0 InkoopMarketing hoofdgebied
- 3.1 Basisbegrippen marketing
- 3.2 Accountmanagement
- 3.3 Inkoopresultaatmeting 2
- 3.4 Belang van doelstellingen
- 3.5 Communicatie en presentatie
- 3.6 Total Cost of Ownership vs. Total Value of ownership

4. InkoopVerbetering

- 4.0 Algemeen
 - 4.0.1 InkoopVerbetering hoofdgebied
 - 4.0.2 Financiële en kwalitatieve analyse
 - 4.0.3 Stappenplan InkoopProfessionalisering
- 4.1 Mensen
 - 4.1.1 Situationeel Leiderschap en kernkwaliteiten
 - 4.1.2 Besluitvorming
 - 4.1.x Scala aan specifieke vaardigheidsmodules
- 4.2 Middelen
 - 4.2.1 Internet toepassingen
 - 4.2.2 Corporate procurement cards
 - 4.2.3 Ondersteunende software oplossingen
- 4.3 Structuur
 - 4.3.1 InkoopProjectmanagement
 - 4.3.2 InkoopAktiePlan
 - 4.3.3 ISO standaarden
- 4.4 Supply Chains
 - 4.4.1 Leveranciersoptimalisatie
 - 4.4.2 Supply Chain optimalisatie
 - 4.4.3 Inkoopcombinaties
 - 4.4.4 Early Supplier involvement
 - 4.4.5 Insourcing/outsourcing
 - 4.4.6 Managen van een inkoopveld
 - 4.4.7 Supplier Quality Assurance (SQA)
- 4.5 Value Chains
 - 4.5.1 Productontwikkeling
 - 4.5.2 Waardeperceptie










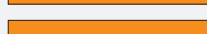

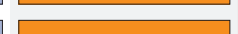












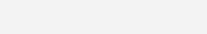

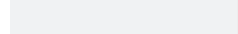
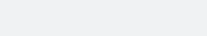

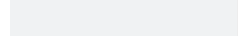










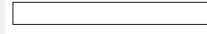

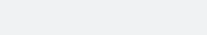

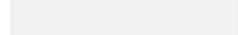


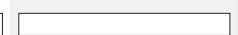

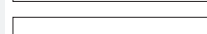



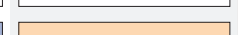
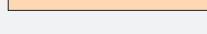

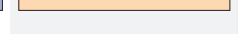
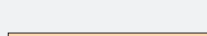


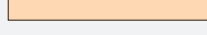


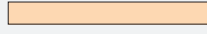





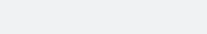

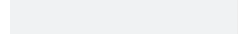









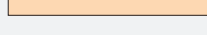


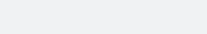

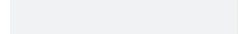

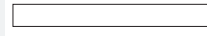


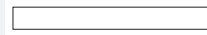

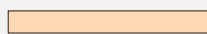


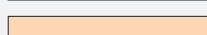

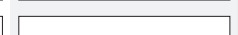

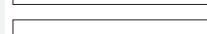


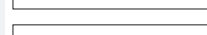




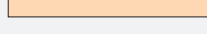


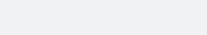

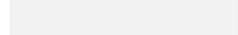






Legenda

-  = Komt uitgebreid aan de orde
-  = Komt beperkt aan de orde
-  = Komt niet aan de orde

Inkoop Management

Inkoop Praktijk

Inkoop Marketing

De aanduidingen voor "InkoopManagement" zijn indicatief en afhankelijk van de door de deelnemers gekozen Projectopdracht(en)

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uw **ambities** realiseren

vier



Overzicht: Module matrix