

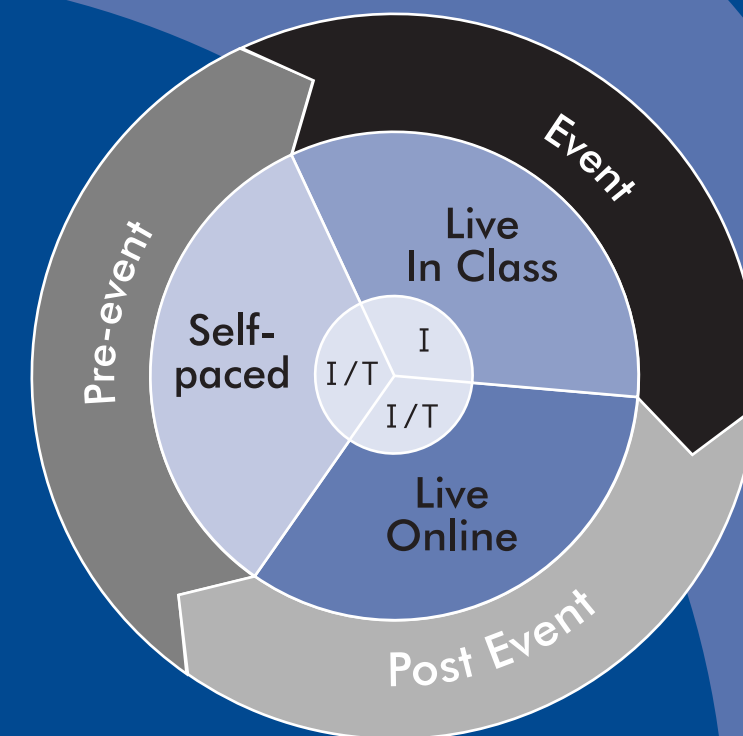
Contacts to arrange a demonstration ...

- **Yanwen Wang**
 - tel: 86 21 5111 9173
 - e-mail: yanwen.wang@pmms.com.cn
- **Malcolm Andrews**
 - tel: 852 2801 6256
 - e-mail: malcolm.andrews@pmms.com.hk
- **Yin Kok**
 - tel: 603 7805 3544
 - e-mail: yin.kok@pmms.com.my

websites –

[www. pmmsap.com](http://www.pmmsap.com)
[http.pmms.studyserve.com](http://pmms.studyserve.com)

e-Learning Programmes in Procurement Best Practice



PMMS e-Learning

The PMMS e-learning platform is home to our online, interactive courses – which provide technical foundation knowledge across core procurement & supply-chain competencies. It is also home to a number of purchasing assessments/tools designed to measure technical knowledge.

Users are given a password which allows access to designated areas of the site. Simply log-on & progress at your own time & pace. Administrators monitor group & individual activity.

The site is at <http://pmms.studyserve.com>. Customised client sites can also be created, or company logos added to content pages.

Assessments

1. Sourcing Knowledge Questionnaire 2. Negotiation Profile

The e-learning platform houses the PMMS Sourcing Knowledge Questionnaire (SKQ) & Negotiation Profile. When allocated, this is found under **My Assessments**.

The complex, multiple-choice SKQ assesses procurement knowledge across 9 competency areas. Scores can be benchmarked against 5000 procurement professionals throughout the world who have taken the SKQ, providing a unique analysis of individual skills and company procurement department performance.

The SKQ is now available in a number of different languages.

e-learning Courses

There are four courses within **My Learning** in the PMMS e-learning platform:

- ~ **Negotiating for Success**
- ~ **What's in a Price**
- ~ **Introduction to Supplier Management**
- ~ **Shaping the Market to Your Advantage**

Each course takes delegates through the core concepts which underly strategic procurement practice, with explanations, case studies, think posts, videos, exercises and self-assessment.

- **Unitised** – each course comprises **6-9 units** each of 1-2 hours work, with bite-sized topic on each page
- **Interactive** – animated features require delegates to reveal and consider information interactively
- **Status checks** – reporting features allow administrators to track time spent on units & those completed
- **Optional assessment system** – 3 of the courses have tests available at the end of every module

e-Learning Courses – My Learning

Negotiating for Success

1. Defining Negotiation
2. Negotiating for Success
3. Planning for Negotiation
4. Negotiation Tactics
5. The Fabric of Negotiation

What's in a Price?

1. Finance Reports
2. Finance Ratios
3. Costing Methods
4. Pricing Policy
5. Case Study
6. Quiz

e-Learning Courses

Introduction to Supplier Management

1. Supply Positioning
2. Market Assessment
3. Supplier Appraisal
4. Supplier Preference
5. Market Matrix
6. Vulnerability

Shaping the Market

1. Shaping the Market
2. Defining and Managing the Business Need
3. Procurement Marketing
4. Supplier Improvement
5. Reverse Marketing
6. Contract Strategy
7. Monopolies and Cartels
8. Partnerships
9. Integrating the Techniques – The Toronto Matrix

Module Assessment System

Controlled access – modules are available in succession. After completion of a module, the test becomes available. Once the test is passed, the next module is accessible.

Test summaries – delegates have instant access to a test summary report, showing which questions were answered correctly/incorrectly.

Learning summaries – delegates can run reports on their learning & assessment status at any time.

Functions

- **Profile** – delegates can register personal details
- **My Learning** – home to the 4 e-learning procurement courses
- **My Assessments** – home to scored assessments
- **My Learning & Development Log** – logs summaries of online activity