



ACADEMY AND TRAINING

QAMPUS –

QUALIFICATION ALLROUNDTTRAINING MOTIVATION PURCHASING UTILITY SUPPLIERS

The modular training programme for your purchasing

**Our knowledge, your capability –
we aim to make you even better!**

25 years of experience in
implementation and training



Learning from the leading purchasing experts

ConMoto Academy and Training

- 25 years of training and coaching experience on site at our customers
- Several thousand participant training days
- Modular training programme to cover all purchasing subjects
- Training contents, exercises and business cases adjusted to customer requirements and excellent training documents
- Negotiation training with video analyses of negotiating strategies, questions, body language and NLP (Neuro Linguistic Programming)
- Comprehensive experience and special training methods, including in cross-functional training

Impressive results – what our customers say about us

“ We built up a worldwide Procurement Academy in 18 countries together with ConMoto. In doing so M+H processes and tools as well as the ConMoto levers were perfectly integrated and over 260 participants have already been trained in 8 languages. ”

Hanno Höhn, Member of the Extended Group Management, Group Vice President Purchasing, MANN+ HUMMEL GmbH, Ludwigsburg (Germany)

“ Our decision to choose ConMoto as vendor for the Voith Purchasing Training School in China was based on the combination of a perfect approach, the experienced Chinese trainer who performs the trainings in native Mandarin language and the high standard of documentations in Mandarin as well. The evaluations of our participants show that we took the right decision. ”

Jason Li, Purchasing Director Corporate Strategic Purchasing China, Voith Corporate Management (Shanghai) Co., Ltd., Shanghai (PRC)

“ With the QAMPUS training ConMoto outstandingly supports us in further developing our purchasing to become best-in-class. And the extensive practical experience of the ConMoto trainer makes it possible for our employees to apply what they have learnt in daily business without any problems. ”

Markus Dahm, Head of Purchasing Investment & Expense Management, Deutsche Postbank AG, Bonn (Germany)

“ The QAMPUS qualification offensive is not off-the-peg training, instead the contents are specially adjusted to our requirements. Our employees profit from the very much successful symbiosis of theory and practice. On the one hand this happens personally, and on the other the training raises the value proposition made by purchasing in our company. ”

Roland Seemann, Authorized Representative/ Head of Materials Management, Witzenmann GmbH, Pforzheim (Germany)

“ The QAMPUS qualification offensive from ConMoto is the first training initiative in our company that encompasses the entire value creation chain, i.e. buyers and selected internal costumers from the line departments learn in cross-functional teams. In this connection the business cases and exercises are especially valuable. ”

Uwe Böhm, Director Procurement Airfoils, Castings and Indirect Material, MTU Aero Engines AG, Munich (Germany)

“ Excellent training, very useful for daily business, with just the right balance of theory and practical orientation. Training I really enjoyed. ”

Peter Arthy, Head of Purchasing, Zumbobel Group, Spennymoor (UK)

QAMPUS qualification offensive

Training target

Purchasing is a decisive factor in the success of a company. In order to implement this professionally, knowledge of the decisive levers combined with negotiating expertise and forward looking material group and supplier management are of central significance. In our QAMPUS qualification offensive we communicate concepts, procedures and tools to you on your way to procurement excellence.

The training programme is aimed at specialists and executives with purchasing responsibility. It is tailored to the respective qualification needs and company specific circumstances.

Structure and content

Learn all the skills and methods that will distinguish you as a first class purchasing manager in the four programmes tailored individually to the qualification requirements of your purchasing department.

For sustained learning success we recommend a successive approach rounded off by e-learning and web-based trainings. The individual learning stages each finish with a certificate.

Contents Level 1 – QAMPUS Basic

- Basics of purchasing
- Customer's purchasing basics
- Purchasing organisation
- Basics of material group/supplier mgmt.
- Process management
- Levers basics
- Purchasing controlling
- Compliance
- Ethical guidelines

Contents Level 2 – QAMPUS Advanced

- Basics of strategic purchasing
- Material group/category management
- Sourcing/sourcing strategies
- Levers application
- Negotiating basics
- Supplier's calculation
- Supplier management
- Tenders
- e-methods and e-tools

Contents Level 3 – QAMPUS Professional

- Professional purchasing strategies
- Professional levers sequences
- Professional negotiations
- Global sourcing
- Negotiating with European suppliers
- Negotiating with monopolists
- Public tenders – construction tendering and contract regulations
- Material know-how
- Production methods

Contents Level 4 – QAMPUS Excellence

- Design-to-TCO
- Lean purchasing
- SRM excellence
- Supplier financing
- Tender management excellence
- Negotiating with non-European suppliers
- Negotiating in limit zones
- Body language/NLP
- Conflict management

Your contacts



Matthias Gläser

Senior Partner
ConMoto Consulting Group GmbH

Matthias Gläser is a Senior Partner and shareholder with the ConMoto Consulting Group GmbH. He has two decades of experience in the industry sector and in consulting. He is an expert on Operational Excellence as well as on Lean and Change Management. Procurement, R&D and product development are focus areas of his consulting portfolio. Matthias Gläser has a significant track record in designing and sustainably implementing change processes in the automotive sector with manufacturers and suppliers, in mechanical engineering, in the steel industry, the aerospace industry, and in the service sector. At ConMoto he is responsible for the topics procurement and R&D for clients of all industries.



Stephan Gras

Training Expert
ConMoto Akademie und Training GmbH

Since studying Economics and Business Administration, Stephan Gras has held operational responsibility in purchasing and SCM up to management director responsibility in internationally active companies for over 30 years. In doing so he has become familiar with all the facets of benefit to purchasing and SCM experts. He has led over 100 successful consulting projects in industry, retail and services in over 20 years and has been able to inspire participants worldwide with his wealth of experience in years of training and coaching activities.

Please contact us if you require any further information

Anette De Vito

Academy Management
ConMoto Akademie und Training GmbH

Tel: +49 711 76779-210

Fax: +49 711 76779-101

E-Mail: info@conmoto-akademie.de

www.conmoto.de/akademie-und-training