

Procurement
Career
Coaching
and
Mentoring



S. L. Procurement Solutions

Creating Value in Supply Chains



TAILORED
COACHING AND
MENTORING



SUPPORT TO ASSIST YOU
IN YOUR PROCUREMENT
CAREER DEVELOPMENT



REACH A SHORT-TERM
GOAL



WE ASSIST YOU TO PLAN
YOUR NEXT STEPS.



S. L. Procurement Solutions

Creating Value in Supply Chains

The S.L. Procurement Solutions uniquely developed *SLPS framework* is a flexible framework.

Our *Coaching and Mentoring* toolkit & a creative resource, enables you to remain adaptable to the needs of your stakeholders AND your own career development needs.

Individual and Career Coaching and Mentoring

6 months of coaching and mentoring, enabling you to identify your Procurement career values, and have greater clarity in your decisions



Make your Procurement career with more confidence



3 months of 1:1 Career Coaching and mentoring £795 (plus VAT)

Leading Procurement Coaching and Mentoring


We're delivering a coaching course specifically designed for Procurement and Supply Chain professionals.




The course focuses on leading Procurement change and transformation through a person-centered coaching approach.



Participants will expand their skillset by learning to coach across categories, sectors, and silos, and build networks with like-minded professionals.



Bonus Procurement coaching skills modules are available for integrating a coaching culture into Procurement teams.



The investment for the course is £1,850 + VAT, with payment plans available for those self-funding

THE PROCESS

Step One: SLPS Skills Assessment – this is a multiple-choice question pack specifically created for procurement and supply chain professionals; this is broken down into ten procurement categories

Step Two: Strengths Development Inventory Test

Step Three: Behavioral Insights – Using a blend of Emotional intelligence and Personality testing we will start to gain a greater understanding of you as an individual, this will

Step Four: You will now have feedback on the results of the first three steps with the SLPS behavioral specialist, who will give you a greater insight into you!

Step Five: We develop a personalise coaching and mentoring plan for your specific development requirements and needs

Step Six: You will the start the coaching mentoring process with regular meetings using your designated SLPS coach and mentor

Step Seven: Once you have completed your time, we will have regular follow-up reviews and support will be available as and when you require it. Once you have completed your time, we are able to give you unique focus of the areas to develop with in your personality characteristics will have regular follow-up reviews and support will be available as and when you require it.

Testimonial 1

Phil

Procurement Director - Housing Association

Phil has worked with SLPS for many years in different aspects. Through training courses and the CIPS qualification. He also accessed the senior leadership coaching and mentoring solution, as it was his first time in a directorship role, in procurement.

Phil needed to understand how he would need to act in his new role, meaning he needed to access support in key areas, such as improved communication skills, understanding the importance of having presence in meetings, and understanding how to act in a directorship role. The key here being that there is a lot to understand in terms of knowing the difference between managing and leading as a director.

He accessed leadership tools to ensure he was thinking strategically and learned really important skills in preparation, and anticipating needs of his leaders and the business as a whole. Accessing these areas via the SLPS mentoring and coaching solution gave Phil the toolkit required to excel in his new role.

Testimonial 2

Sarah

Category Lead – Global Engineering Organisation

Sarah, is also a long-term user of SLPS solutions. Sarah specifically needed training and assistance around her negotiation skills, so we set upon a Negotiation Support Strategy for her.

After assessing what her organisation really needed, we actively looked at costs and price impressions, with emphasis on price increases as these areas were identified as important areas for the business. She wanted to understand different negotiation tactics and strategies that can be implemented, specifically for her sector.

We also assessed strengths and weaknesses and her personality traits, ultimately giving her a more rounded understanding of herself, which in hand gave her more confidence in delivering the negotiation strategies that we studied. Furthermore, she also worked exclusively with Steve to go through negotiation preparation. Using these new skills Sarah, in a negotiation meeting had anticipated a 6% price increase, but ended up with 11% cost reduction by applying the 'out of the box' thinking techniques she learned through the training.

Testimonial 3

Scott

Junior Buyer – Packaging Manufacture

Scott, who is new to his role in procurement, was nominated by his organization to undergo some training, away from the practicalities of the CIPS qualification. They identified that they wanted Scott to have a better understanding of the basics of procurement. With emphasis on what the role means, and what is expected of him in the role. A deeper analysis of his strengths and weaknesses, and a greater understanding of his personality traits, we gave him insights to improve and develop.

This in turn gave him greater general confidence, but a newfound confidence in his ability to fulfill his role. He improved in his dealing with suppliers, dealing with internal stakeholders and company managers. After a greater understanding of the basics of procurement, this personalized coaching and mentoring strategy has helped Scott develop in confidence in his new role. He's found it so invaluable and has since joined our CIPS programme and working towards his CIPS Diploma Level 4 with us.