



# Procurement Learning ● ● ● Reinvented

Faster,  
Smarter,  
Out of the Box

[www.bypiglobal.com](http://www.bypiglobal.com)

# Procurement Global L&D Programs

## Procurement Young Talent

Up to 8 Years of  
Experience

## Procurement Leader

Senior Procurement  
Professional, Manager,  
Director

## Procurement Business Master

Senior Manager,  
Director, CPO

## Faster, Smarter and Out of the Box

### Key Benefits of the Programs:

- ✓ Global Procurement Peer Exchange
- ✓ Immediate Business Implementation
- ✓ Business-Focused Content
- ✓ AI Tools Integration
- ✓ Professional Relationship Building
- ✓ One-to-One Mentoring



# Faster, Smarter and Out of the Box

**You will benefit from programs with;**

**Global Procurement Peer Exchange:** Engage in insightful exchanges with a diverse network of global peers to broaden your perspectives.

**Immediate Business Implementation:** Apply newly acquired skills and knowledge directly to real-world business scenarios for instant impact.

**Business-Focused Content:** Explore a rich repository of business-centric materials tailored to enhance your procurement & business expertise.

**AI Tools Integration:** Utilize AI Tools for personalized assistance and guidance throughout your learning journey.

**Professional Relationship Building:** Cultivate meaningful professional relationships with industry experts, mentors, and fellow procurement professionals.

**One-to-One Mentoring:** Benefit from personalized guidance and support through one-to-one mentoring sessions with industry experts.

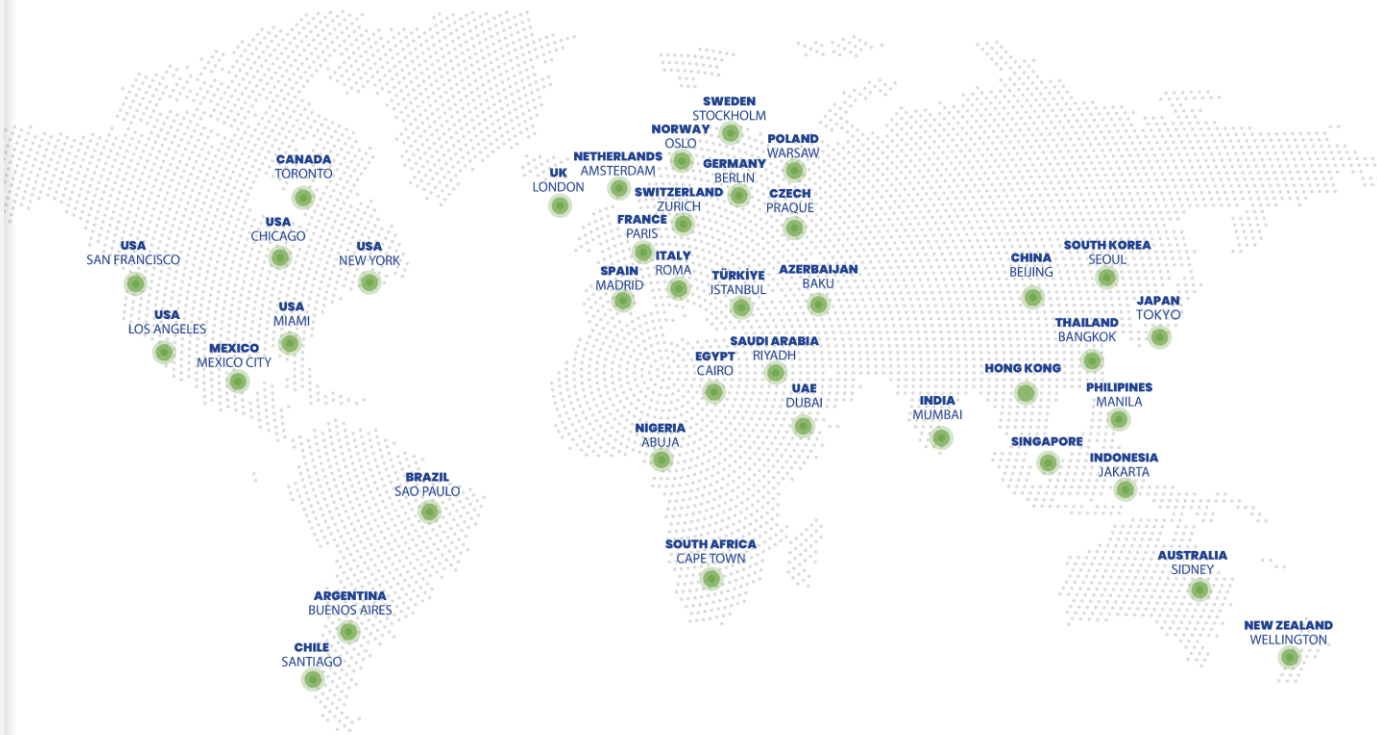
**Procurement  
Learning** ●●●  
**Reinvented**

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# 1,000+ Corporate & Enterprise Clients



## Global Clients' Footprint



# Procurement Learning Methodology

Our **Learning Methodology** offers a comprehensive approach, blending interactive live sessions, flexible self-paced modules, and real-world application through performance-based tasks. Participants benefit from engaging with expert facilitators and peers during live sessions, receiving immediate feedback and insights. The self-paced materials provide the flexibility to learn at your own pace, while personalized coaching and work-embedded assignments ensure that knowledge is effectively applied in real-world scenarios, driving both personal and professional growth.

## Live Sessions

### Live & Online Sessions

Live training sessions provide an **engaging, real-time environment** that encourages direct interaction with expert instructors and fellow participants. **The dynamic format** ensures active participation and immediate feedback, making learning more **impactful and practical**.

### Live Brainstorming Sessions

These sessions provide a platform for participants to collaborate, exchange ideas, and engage in meaningful discussions with both fellow participants and program leaders.

### Q&A Live Session:

Engage with experts in real-time, ask questions, and participate in insightful discussions with peers to deepen your understanding.

### Case Studies:

Participants will have the opportunity to engage in case studies, which provide real-world scenarios for them to apply their learning and problem-solving skills.

## Self-Paced Studies

### Self-Guided Study Resources

Materials designed for independent learning, allowing participants to explore topics at their own pace and deepen their understanding on their schedule.

### Self-Paced Assignments

Complete tasks, pre-readings at your own pace, allowing flexibility while reinforcing key concepts and applying what you've learned in real-world scenarios.

### Business-Aligned Learning

Participants collaborate with managers or teams to apply and adapt their learning directly to real business challenges, bridging theory with practice for a deeper, hands-on learning experience.

### AI-Integrated Learning Modules

Participants will utilize AI tools and technologies to enhance their learning experience, applying artificial intelligence to tailor and optimize their individual progress and knowledge application.

## Global Performance Excellence

### Personalized Learning

Participants will share their individual requirements, preferences, and past experiences, allowing us to tailor the training program to their specific needs.

### Progress Pulse:

Regular updates on the program's progress and participants' development will be provided to Line Managers and HR Departments.

### Personalized Coaching Session

Through personalized one-to-one coaching, participants receive tailored guidance and feedback, allowing them to focus on specific areas of development and apply insights directly to their professional goals.

### Leadership Spotlight Session

Selected participants will step into the spotlight to present, facilitate brainstorming sessions, or lead discussions. This active engagement deepens learning by allowing them to apply their knowledge while sharing insights with their peers.

# Procurement Global L&D Programs

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Up to 8 Years of  
Experience

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Professional, Manager,  
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## Procurement Business Master

Senior Manager,  
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**Faster, Smarter and Out of the Box**

Up to 8 Years of Experience

# Procurement Young Talent

Duration (Months) : **4**    Live Sessions : **10**    Self Paced Assignments : **7**

**2024**

**Start Date: November 7 , 2024**

**2025**

**Start Date: April 10 , 2025**

## Program Titles

### Procurement Foundations

- The Evolution and Future of Procurement
- Problem Identification in Procurement
- Category Management Approach to Procurement for Organizational Success
- B2B Value Essentials for Procurement

### Procurement Strategy and Innovation

- Unconventional Procurement Wisdom
- Opportunities and Threats of Digitalization in Procurement
- Leverage AI in Procurement
- Procurement Idea Generation

### Negotiation and Communication

- Tango with Negotiation
- Let's Make a Deal: Negotiation Simulation & Game Theory
- The Art of Listening for Negotiations
- Customer and Stakeholder Management & Effective Communication

### Procurement Leadership and Value Generation

- Project Development and Value Generation in Procurement
- Procurement Contract: Maximizing Value
- Navigating the Project Economy
- From Silence to Solutions: Procurement Collaboration

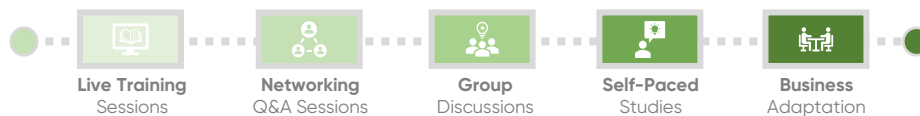
### Personal and Professional Growth

- My Procurement Career Journey
- Personal Value Proposition to My Company
- Insights and Reflections from Harvard Business Review

## Program Overview

**Procurement Young Talent** Program is designed to provide emerging procurement professionals with a strong foundation in procurement fundamentals and essential knowledge tailored to the demands of real-time global business.

Through a dynamic and interactive format, the program equips the next generation of talent with the critical skills needed to navigate and succeed in the rapidly evolving world of procurement. By aligning its content with global industry trends, this program ensures that young professionals are prepared to face future challenges and drive innovation in procurement.



+ **Wisdom Talk** - Inspirational Global Guest Speaker

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Live Sessions : 10

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**2024**

**Start Date: November 7 , 2024**

**2025**

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## Program Execution Format

Program Topics				During Live Sessions			
Activity Code	Session/Activity	Topic	Duration	Interactivity	Breakout Room	Poll	Q&A
LS - 1	Live Online Session Via Zoom	Kick Off to Development Program	90	Mid	No	No	Yes
BS - 1	Self-Paced Assignments	UnConventional Procurement Wisdom	60	Self-Paced Study			
LS - 2	Live Online Session Via Zoom	The Evolution and Future of Procurement & Esperanto	90	Mid	No	No	Yes
LS - 3	Live Online Session Via Zoom	Professional Problem Solving in Procurement	90	High	Yes	Yes	Yes
BS - 2	Business Adaptation	Procurement Problem Solving: Collaborative Brainstorming	300	Self-Paced Study			
LS - 4	Live Online Session Via Zoom	Project Development and Value Generation in Procurement	90	High	Yes	No	Yes
BS - 3	Self-Paced Assignments	Navigating the Project Economy: Insights and Reflections from Harvard Business Review	90	Self-Paced Study			
LS - 5	Live Online Session Via Zoom	Customer and Stakeholder Management & Effective Communication	90	High	Yes	Yes	Yes
LS - 6	Live Online Session Via Zoom	Category Management approach to Procurement for Organizational Success	90	High	Yes	Yes	Yes
BS - 4	Business Adaptation	Crafting Procurement Category Value Propositions	300	Self-Paced Study			
LS - 7	Live Online Session Via Zoom	Procurement Contract Zen: Achieving Harmony and Maximizing Value	90	High	No	Yes	Yes
BS - 5	Self-Paced Assignments	Unleashing the Art of Listening for Negotiations	60	Self-Paced Study			
LS - 8	Live Online Session Via Zoom	Tango with Negotiation: Let's Make a Deal: Negotiation Simulation & Game Theory	90	Mid	No	Yes	Yes
LS - 9	Live Online Session Via Zoom	Opportunities and Threats of AI and Digitalization in Procurement	90	Mid	No	Yes	Yes
BS - 6	Self-Paced Assignments	From Silence to Solutions: Procurement Collaboration	60	Self-Paced Study			
LS - 10	Live Online Session Via Zoom	My Procurement Career Journey	90	High	Yes	Yes	Yes
LS - 1	Live Online Session Via Zoom	Kick Off to Development Program	90	Mid	No	No	Yes

# Procurement Young Talent | Calendar & Time Zones

Start Date : November 7, 2024

## EUROPE Live Online Sessions Calendar

Program Topics		Execution Calendar			City/State									
Activity Code	Session / Activity	Sessions	Date	Day	London	Berlin	Athens	Istanbul	Dubai	New Delhi	Singapore	Tokyo	Sydney	
LS-1	Live Online Session Via Zoom	Live	November 07, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-2	Live Online Session Via Zoom	Live	November 14, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-3	Live Online Session Via Zoom	Live	November 21, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-4	Live Online Session Via Zoom	Live	December 05, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-5	Live Online Session Via Zoom	Live	December 12, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-6	Live Online Session Via Zoom	Live	December 19, 2024	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-7	Live Online Session Via Zoom	Live	January 16, 2025	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-8	Live Online Session Via Zoom	Live	January 23, 2025	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-9	Live Online Session Via Zoom	Live	February 6, 2025	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	
LS-10	Live Online Session Via Zoom	Live	February 20, 2025	Thursday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30	

## AMERICAS Live Online Sessions Calendar

Program Topics		Execution Calendar			City/State									
Activity Code	Session / Activity	Sessions	Date	Day	Los Angeles	Salt Lake City	Houston	Boston	Toronto	Sao Paulo	London	Berlin	Johannesburg	
LS-1	Live Online Session Via Zoom	Live	November 07, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-2	Live Online Session Via Zoom	Live	November 14, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-3	Live Online Session Via Zoom	Live	November 21, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-4	Live Online Session Via Zoom	Live	December 05, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-5	Live Online Session Via Zoom	Live	December 12, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-6	Live Online Session Via Zoom	Live	December 19, 2024	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-7	Live Online Session Via Zoom	Live	January 16, 2025	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-8	Live Online Session Via Zoom	Live	January 23, 2025	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-9	Live Online Session Via Zoom	Live	February 6, 2025	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	
LS-10	Live Online Session Via Zoom	Live	February 20, 2025	Thursday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30	

## APAC Live Online Sessions Calendar

Program Topics		Execution Calendar			City/State									
Activity Code	Session / Activity	Sessions	Date	Day	Sanghai	Singapore	Hong Kong	Tokyo	Sydney	L.Angelos	Boston	Sao Paolo	Istanbul	
LS-1	Live Online Session Via Zoom	Live	November 07, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-2	Live Online Session Via Zoom	Live	November 14, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-3	Live Online Session Via Zoom	Live	November 21, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-4	Live Online Session Via Zoom	Live	December 05, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-5	Live Online Session Via Zoom	Live	December 12, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-6	Live Online Session Via Zoom	Live	December 19, 2024	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-7	Live Online Session Via Zoom	Live	January 16, 2025	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-8	Live Online Session Via Zoom	Live	January 23, 2025	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-9	Live Online Session Via Zoom	Live	February 6, 2025	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	
LS-10	Live Online Session Via Zoom	Live	February 20, 2025	Thursday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Wednesday)	21.00-22.30 (Wednesday)	23.00-00.30 (Wednesday)	05.00-06.30	

Senior Procurement Professional, Executive, Manager

# Procurement Leader

Duration (Months) : 4    Live Sessions : 10    Self Paced Assignments : 8

**2024**

**Start Date: November 5 , 2024**

**2025**

**Start Date: April 8 , 2025**

## Program Titles

### Strategic Procurement Leadership

- Procurement as an Infinite Game – Inspired by Simon Sinek Co.
- The Infinite Procurement Mindset
- Leadership Manifesto in Procurement
- Procurement New Value Proposition
- Cross Category Strategic Procurement
- Framework for Category Mapping and Strategy Development

### Innovation and Complexity Management

- Thinking Outside the Box: Unleashing Innovation in Procurement
- Managing Procurement Complexity
- Dancing with Risk and Chance in Procurement
- Customer Value in B2B Procurement

### Negotiation and Conflict Management

- Negotiating with Difficult People & Finding Common Ground
- How to Fail Negotiations
- "Undelivered Message!" – Conflict & Relationship Management
- Winning Cost Models for Procurement

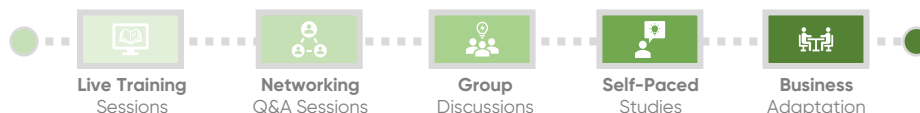
### Relationship Building and Team Management

- Becoming an Ideal Customer
- Manager's Playbook – Happiness Code for Procurement Teams
- Procurement Problem Solving – Group Discussion
- Think Again in Procurement – Inspired by Adam Grant's "Think Again"
- Your Email Does Not Constitute My Emergency

## Program Overview

**The Procurement Leader Program** challenges participants to think beyond traditional procurement methods and equips them with innovative tools and strategies to transform their procurement functions. By developing critical leadership skills, participants will learn to influence senior stakeholders, strengthen supplier relationships, and drive strategic value across the entire supply chain.

This program sharpens the acumen of procurement leaders, empowering them to elevate their teams while steering their organizations toward enduring success in an increasingly complex and dynamic business environment.



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## Program Execution Format

Program Topics				During Live Sessions			
Activity Code	Session/ Activity	Topic	Duration	Interactivity	Breakout Room	Poll	Q&A
LS - 1	Live Online Session Via Zoom	Kick Off to Development Program	90	Mid	No	No	Yes
BS - 1	Self-Paced Assignments	Thinking Outside the Box: Unleashing Innovative Approaches in Procurement	60	Self-Paced Study			
LS - 2	Live Online Session Via Zoom	Procurement new value proposition - Tripple Bottom Line	90	High	Yes	Yes	Yes
BS - 2	Self-Paced Assignments	Customer Value in B2B Procurement: Functional to Emotional Benefits	90	Self-Paced Study			
LS - 3	Live Online Session Via Zoom	Procurement as an Infinite Game - Inspired by Simon Sinek Co.	90	Mid	No	No	Yes
BS - 3	Self-Paced Assignments	The Infinite Procurement Mindset	60	Self-Paced Study			
LS - 4	Live Online Session Via Zoom	Procurement Problem Solving Technics	90	High	Yes	Yes	Yes
BS - 4	Business Adaptation	Procurement Idea Generation	300	Self-Paced Study			
LS - 5	Live Online Session Via Zoom	"Undelivered Message!" - Conflict & Supplier Relationship Management	90	Mid	No	Yes	Yes
BS - 5	Self-Paced Assignments	Your Email Does Not Constitute My Emergency	60	Self-Paced Study			
LS - 6	Live Online Session Via Zoom	Cross Category Strategic Procurement & Winning Cost Models	90	Mid	Yes	Yes	Yes
BS - 6	Business Adaptation	Framework for Category Mapping and Strategy Development	300	Self-Paced Study			
LS - 7	Live Online Session Via Zoom	Think again in Procurement - Inspired by Adam Grant - "Think Again"	90	High	Yes	Yes	Yes
BS - 7	Self-Paced Assignments	Negotiating with Difficult People & Finding Common Ground	120	Self-Paced Study			
LS - 8	Live Online Session Via Zoom	How to Fail Negotiations	90	High	Yes	No	Yes
LS - 9	Live Online Session Via Zoom	Managing Procurement Risk & Complexity - Stanley Matrix	90	High	Yes	Yes	Yes
LS - 10	Live Session Via Zoom	Manager's play book - Happiness Code for Procurement Teams	90	Mid	No	Yes	Yes

# Procurement Leader | Calendar & Time Zones

Start Date : November 5, 2024

## EUROPE Sessions & Time Zone

Program Topics		Execution Calendar			City/State								
Activity Code	Session / Activity	Sessions	Date	Day	London	Berlin	Athens	Istanbul	Dubai	New Delhi	Singapore	Tokyo	Sydney
LS-1	Live Online Session Via Zoom	Live	November 05, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-2	Live Online Session Via Zoom	Live	November 12, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-3	Live Online Session Via Zoom	Live	November 19, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-4	Live Online Session Via Zoom	Live	December 03, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-5	Live Online Session Via Zoom	Live	December 10, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-6	Live Online Session Via Zoom	Live	December 17, 2024	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-7	Live Online Session Via Zoom	Live	January 14, 2025	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-8	Live Online Session Via Zoom	Live	January 21, 2025	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-9	Live Online Session Via Zoom	Live	February 4, 2025	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30
LS-10	Live Online Session Via Zoom	Live	February 18, 2025	Tuesday	09.00-10.30	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	14.30-16.00	17.00-18.30	18.00-19.30	20.00-21.30

## AMERICA Sessions & Time Zone

Program Topics		Execution Calendar			City/State								
Activity Code	Session / Activity	Sessions	Date	Day	Los Angeles	Salt Lake City	Houston	Boston	Toronto	Sao Paulo	London	Berlin	Johannesburg
LS-1	Live Online Session Via Zoom	Live	November 05, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-2	Live Online Session Via Zoom	Live	November 12, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-3	Live Online Session Via Zoom	Live	November 19, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-4	Live Online Session Via Zoom	Live	December 03, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-5	Live Online Session Via Zoom	Live	December 10, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-6	Live Online Session Via Zoom	Live	December 17, 2024	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-7	Live Online Session Via Zoom	Live	January 14, 2025	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-8	Live Online Session Via Zoom	Live	January 21, 2025	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-9	Live Online Session Via Zoom	Live	February 4, 2025	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30
LS-10	Live Online Session Via Zoom	Live	February 18, 2025	Tuesday	10.00-11.30	11.00-12.30	12.00-13.30	13.00-14.30	13.00-14.30	15.00-16.30	18.00-19.30	19.00-20.30	20.00-21.30

## APAC Sessions & Time Zone

Program Topics		Execution Calendar			City/State								
Activity Code	Session / Activity	Sessions	Date	Day	Sanghai	Singapore	Hong Kong	Tokyo	Sydney	L.Angeloes	Boston	Sao Paolo	Istanbul
LS-1	Live Online Session Via Zoom	Live	November 05, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-2	Live Online Session Via Zoom	Live	November 12, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-3	Live Online Session Via Zoom	Live	November 19, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-4	Live Online Session Via Zoom	Live	December 03, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-5	Live Online Session Via Zoom	Live	December 10, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-6	Live Online Session Via Zoom	Live	December 17, 2024	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-7	Live Online Session Via Zoom	Live	January 14, 2025	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-8	Live Online Session Via Zoom	Live	January 21, 2025	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-9	Live Online Session Via Zoom	Live	February 4, 2025	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Monday)	05.00-06.30
LS-10	Live Online Session Via Zoom	Live	February 18, 2025	Tuesday	10.00-11.30	10.00-11.30	10.00-11.30	11.00-12.30	13.00-14.30	18.00-19.30 (Monday)	21.00-22.30 (Monday)	23.00-00.30 (Wednesday)	05.00-06.30

Senior Manager, Director, CPO

# Procurement Business Master

Duration (Months) : 3

Live Sessions : 9

Self Paced Assignments : 4

2025

Start Date: April 10 , 2025

## Program Titles

### Challenging Traditional Procurement Thinking

- B2B & B2C Elements of Value – Bain Company
- Helix & Matrix Organization – McKinsey
- Value Re-Engineering
- Complexity Management in Procurement
- Cynefin Framework and Systems Approach

**Focus:**

In this phase, participants will focus on unlearning old habits and challenging traditional procurement approaches. The goal is to develop a fresh perspective and embrace new ways of thinking. They will explore new organizational models, value systems, and frameworks for adaptive decision-making.

### Leadership and Team Empowerment

- Procurement Positioning Model – McKinsey
- ByPi Neo Value DNA
- ByPi Neo Profit Chain Design
- Head Hunting – Select the Right Team Member
- Hersey-Blanchard Model / Situational Leadership

**Focus:**

This phase focuses on empowering and inspiring the procurement team to drive improvement and embrace change. Leaders will refine their strategies for positioning procurement within the organization, ensuring alignment with profit objectives, and learning situational leadership methods for building and leading high-performing teams.

### Procurement Transformation and Organizational Impact

- Pricing Strategy Design and Analysis
- Supplier Pricing Models and Supplier Value Segmentation
- Icarus Effect / CEO Effect
- Peter's Principle / Hierarchy & The Level of Respective Incompetence

**Focus:**

In this phase, participants will focus on driving procurement transformation across the entire organization. This includes mastering complexity management, optimizing pricing strategies, understanding supplier value dynamics, and navigating leadership challenges such as the "Icarus Effect" and the "Peter Principle."

## Program Overview

**The Procurement Business Master Program** is designed to unlock and unleash the collective wisdom of senior procurement leaders. It empowers participants to challenge conventional practices, explore innovative frameworks, and embrace new ways of thinking that drive organizational success.

Through advanced strategies and leadership insights, participants will be equipped to inspire their teams, transform procurement functions, and lead their organizations toward sustainable success in an increasingly complex and dynamic business environment.

Continuous Learning While Working

Procurement Learning ReInvented

# ByPi Global Calendar

## November 2024

<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: November 05 2024   End Date: February 18 2025</p> <p>Time Zone: <b>AMERICAS</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: November 05 2024   End Date: February 18 2025</p> <p>Time Zone: <b>EUROPE</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: November 05 2024   End Date: February 18 2025</p> <p>Time Zone: <b>APAC</b></p>
<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: November 07 2024   End Date: February 20 2025</p> <p>Time Zone: <b>AMERICAS</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: November 07 2024   End Date: February 20 2025</p> <p>Time Zone: <b>EUROPE</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: November 07 2024   End Date: February 20 2025</p> <p>Time Zone: <b>APAC</b></p>

## April 2025

<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: April 08 2025   End Date: July 29 2025</p> <p>Time Zone: <b>AMERICAS</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: April 08 2025   End Date: July 29 2025</p> <p>Time Zone: <b>EUROPE</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Leader</b></p> <p>Start Date: April 08 2025   End Date: July 29 2025</p> <p>Time Zone: <b>APAC</b></p>
<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: April 10 2025   End Date: July 31 2025</p> <p>Time Zone: <b>AMERICAS</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: April 10 2025   End Date: July 31 2025</p> <p>Time Zone: <b>EUROPE</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Young Talent</b></p> <p>Start Date: April 10 2025   End Date: July 31 2025</p> <p>Time Zone: <b>APAC</b></p>
<p>Live-Online Via Zoom</p> <p><b>Procurement Business Master</b></p> <p>Start Date: April 15 2025   End Date: July 29 2025</p> <p>Time Zone: <b>AMERICAS</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Business Master</b></p> <p>Start Date: April 15 2025   End Date: July 29 2025</p> <p>Time Zone: <b>EUROPE</b></p>	<p>Live-Online Via Zoom</p> <p><b>Procurement Business Master</b></p> <p>Start Date: April 15 2025   End Date: July 29 2025</p> <p>Time Zone: <b>APAC</b></p>



# Pricing Plan

2024-2025



## Standard Prices 2024 – 2025

Global Experience Exchange Program	Price per Person (USD)
Global Experience Exchange Program - 2 Events	300
Global Experience Exchange Program - All Access (12+ Events)	1,000
<b>Forum:</b> The Global Voices of Women Leaders	Invitation - Only
<b>Summit:</b> Procurement Global Best Practices	Included
<b>Roundtable:</b> Procurement Worldwide Think Tank	Included

Global Learning & Development Programs	Price per Person (USD)
<b>Procurement Business Master Class</b> (C-Level , Senior Manager & Director )	1,500
<b>Procurement Leader</b> (Senior Procurement Professional, Manager, Director)	1,000
<b>Procurement Young Talent</b> (Up to 8 years of Procurement Experience)	800

World Procurement Forum	Price per Person (USD)
Contributor Pass	It will be Announced at April 2nd, 2025
Virtual Attendance Pass for WPF Global Presentation	It will be Announced at April 2nd, 2025
World Procurement Final Report Access	It will be Announced at April 2nd, 2025

### Standart Prices

- No minimum order amount required.
- Services can be purchased at the listed standard prices.

## Corporate & Enterprise Advantage Plan

### Discounted Prices

	Discounted Prices
<b>Global Experience Exchange Program</b>	<b>Price per Person (USD)</b>
Global Experience Exchange Program - 2 Events	<b>225</b>
Global Experience Exchange Program - All Access (12+ Events)	<b>750</b>
<b>Forum:</b> The Global Voices of Women Leaders	Invitation - Only
<b>Summit:</b> Procurement Global Best Practices	Included
<b>Roundtable:</b> Procurement Worldwide Think Tank	Included
<b>Global Learning &amp; Development Programs</b>	<b>Price per Person (USD)</b>
Procurement Business Master Class (C-Level , Senior Manager & Director )	<b>1,125</b>
Procurement Leader (Senior Procurement Professional, Manager, Director)	<b>750</b>
Procurement Young Talent (Up to 8 years of Procurement Experience)	<b>600</b>
<b>World Procurement Forum</b>	<b>Price per Person (USD)</b>
Contributor Pass	It will be Announced at April 2nd, 2025
Virtual Attendance Pass for WPF Global Presentation	It will be Announced at April 2nd, 2025
World Procurement Final Report Access	It will be Announced at April 2nd, 2025

### Corporate Advantage Plan

**Minimum Order Amount: \$5,000 + VAT (20%)**

- Discounted prices are valid
- 1 Person Free of Charge Registration to Procurement Young Talent Global L&D Program.

### Enterprise Advantage Plan

**Minimum Order Amount: \$25,000 + VAT (20%)**

- Discounted prices are valid
- 5 Persons Free of Charge Registration to Procurement Young Talent Global L&D Program.
- Privilege to be the Co-Host Procurement Organization for one of the following events:
  - Speaker at Procurement Global Best Practices Summit.
  - Speaker at Global Voice of Women Leaders Forum.
  - Recommend topics for Procurement Worldwide Think Tank Roundtable.

## Payment Terms and Conditions

Standard  
Prices

Corporate  
Advantage Plan

Enterprise  
Advantage Plan

### **Taxes:**

Prices listed are exclusive of any applicable taxes.  
A 20% Value-Added Tax (VAT) will be added to the final invoice for all transactions.

### **Payment Terms:**

Payments are to be settled within 15 days of the invoice date or prior to the start of any program or event.

### **Accepted Payment Methods:**

We accept payments via bank transfer, credit card.

### **Currency:**

Prices are quoted in USD (United States Dollars).  
Invoicing and payment can be done in USD, EUR, GBP, CHF, JPY.

### **Cancellation Policy:**

Cancellations must be made in writing at least 14 days prior to the start of any services purchased.  
A \$1,000 USD cancellation fee is applicable for cancellations within this timeframe.

**Refund Policy:** Refund will be issued for proper cancellation.



# Procurement Learning ● ● ● Reinvented

**Request an Introductory Meeting**

**[olivia.thompson@bypiglobal.com](mailto:olivia.thompson@bypiglobal.com)**

[www.bypiglobal.com](http://www.bypiglobal.com)