



The Global Standard for Procurement and Supply

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Segment 10.5 Strategic Leadership in Procurement

Level: Advanced Professional

Theme: Developing Self & Personal Skills

Knowledge: Will know and understand	Capabilities: Will be able to
The use of vision statements	Create an appropriate shared vision in the organisation and recognise the potential impact of developments in the wider profession
The management of resources	Manage resources to ensure effective and efficient service to customers and key stakeholders, instigating appropriate actions to address related issues
The creation of networking opportunities to help establish benchmarks for organisational and individual performance	Develop best practice by evaluating and adopting new ideas from inside and outside the organisation
Best practices for improved procurement and supply chain management	Proactively seek opportunities to take on new responsibilities and share expertise across the organisation and its supply chains
Effective communications in the organisation and its supply chain	Develop and implement communication strategies, technologies and plans using appropriate techniques at an appropriate level for the target audience

Knowledge: Will know and understand

Capabilities: Will be able to

Personal accountability in decision making

Create, support and promote a culture of personal accountability decisions

Ways of developing knowledge management

Support the personal and professional development of individuals to enhance their performance

The use of continuing professional development (CPD) programmes in procurement and supply

Develop and promote a culture of CPD

The value of external engagement and representation to raise the profile of the procurement and supply profession

Proactively seek out opportunities to represent the organisation, market or sector in externally facing activities that positively support the profession and the market or sector as a whole

Leadership styles that gain the trust, confidence, commitment and collaboration of colleagues and stakeholders

Use and promote appropriate leadership styles and behaviours

The importance of effective teams in procurement and supply

Create and monitor the work of teams in procurement and supply, taking action to improve their commitment and performance when required

Related CIPS Knowledge Links

[Procurement Policy Development - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-policy-development1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-policy-development1/)

[Procurement Strategy Development - http://www.cips.org/en-](http://www.cips.org/en-)

[GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-Strategy-Development1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-Strategy-Development1/)

[Procurement Team - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Procurement-Team/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Procurement-Team/)

[Benchmarking - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Benchmarking1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Benchmarking1/)

[Total Quality Management \(TQM\) - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/)

[Business Process Re-engineering \(BPR\) - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Business-Process-Re-engineering-BPR/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Business-Process-Re-engineering-BPR/)

[Supplier Development - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Development/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Development/)

[Supplier Co-ordination/Association - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Co-ordination--Association/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Co-ordination--Association/)

[Influencing Skills - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/)

[Career Development - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Career-Development/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Career-Development/)

[Leadership and Promotion of Procurement and Supply Management - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management1/)