



Online Procurement Academy (OPRA)



Negotiation for
procurement
professionals



Strategic
sourcing
process



Strategic
sourcing
toolkit



Price and cost
management
toolkit



Introducing ADR's Online Procurement Academy (OPRA)

There are 4 series in OPRA. Click each of the series icons to explore the course titles.

All courses have 3 elements:

- Interactive learning package -
- Multiple choice quiz -
- Certificate -

Throughout each course there are checkpoints to self-test learning, and a total of 117 downloadable and fillable templates to keep.

If you would like to learn more about any of the courses, check mark the box next to each course and send us a copy of this document by clicking the email icon below.





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Negotiation for procurement professionals



Course titles

- OPRA1 - An Introduction to Procurement Negotiation
- OPRA2 - Negotiation : Preparation and Planning
- OPRA3 - Negotiation : Execution and Review
- OPRA4 - Negotiation : Micro-skills - Trading Concessions
- OPRA5 - Negotiation : Micro-skills - Conditioning
- OPRA6 - Negotiation : Micro-skills - Questioning, Answering and Listening
- OPRA7 - Negotiating in non-competitive supply markets
- OPRA8 - Supplier Negotiation Tactics
- OPRA9 - Buyer Negotiation Tactics - Part 1
- OPRA10 - Buyer Negotiation Tactics - Part 2
- OPRA11 - Negotiation : Cultural Aspects
- OPRA12 - Building your Negotiation Strategy Canvas

Duration

60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins
60 mins





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Course titles

- OPRA17 - Introduction to Strategic Sourcing
- OPRA18 - Scoping and Governance
- OPRA19 - Discovery
- OPRA20 - Spend Analysis
- OPRA21a - Stakeholder Engagement - Part 1
- OPRA21b - Stakeholder Engagement - Part 2
- OPRA22 - Supplier Analysis
- OPRA23 - Business Needs Analysis
- OPRA24 - Sourcing Strategy Development
- OPRA25 - Sourcing Strategy Options - Sourcing, Contracting and Relationship
- OPRA26 - Sourcing Event - Competitive Bid
- OPRA27 - Supplier evaluation and selection
- OPRA28 - Sourcing Strategy Recommendation
- OPRA29 - Contracting for Performance



Duration

- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins
- 60 mins





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Course titles

- OPRA50 - Portfolio Analysis
- OPRA51 - STEEPLE
- OPRA52 - Porter's 5 Forces
- OPRA53 - RACI
- OPRA54 - Supplier Preferencing
- OPRA55 - Opportunity Analysis
- OPRA56 - Option Generation
- OPRA57 - Price and Cost Evolution (PACE)
- OPRA58a - Financial Analysis - Part 1
- OPRA58b - Financial Analysis - Part 2
- OPRA59 - SWOT Analysis
- OPRA60 - Risk Management
- OPRA61 - Early Sourcing Involvement



Duration

- 30 mins
- 30 mins
- 30 mins
- 30 mins
- 30 mins
- 30 mins
- 30 mins
- 30 mins
- 60 mins
- 60 mins
- 30 mins
- 60 mins
- 60 mins





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Course titles

Duration

<input type="checkbox"/> OPRA80	- Deconstructing Price 1: Ask	30 mins
<input type="checkbox"/> OPRA81	- Deconstructing Price 2: Price Harmonization	30 mins
<input type="checkbox"/> OPRA82	- Deconstructing Price 3: Volume Aggregation	30 mins
<input type="checkbox"/> OPRA83	- Deconstructing Price 4: Sourcing History Analysis	30 mins
<input type="checkbox"/> OPRA84	- Deconstructing Price 5: Comparative Analysis	30 mins
<input type="checkbox"/> OPRA85	- Deconstructing Price 6: Price List Analysis	30 mins
<input type="checkbox"/> OPRA86	- Deconstructing Price 7: Should Cost	60 mins
<input type="checkbox"/> OPRA87	- Deconstructing Price 8: Total Cost of Ownership	60 mins
<input type="checkbox"/> OPRA88	- Deconstructing Price 9: Could Cost Analysis	60 mins
<input type="checkbox"/> OPRA89	- Deconstructing Price 10: Target Costing	60 mins
<input type="checkbox"/> OPRA90	- Price Change Management - Cost Avoidance	60 mins
<input type="checkbox"/> OPRA91	- E-Auction Preparation, Planning and Execution	60 mins
<input type="checkbox"/> OPRA92	- Demand Management	60 mins
<input type="checkbox"/> OPRA93	- Cash Management	30 mins
<input type="checkbox"/> OPRA94	- Creating Competition	30 mins

