



Online Procurement Academy (OPRA)



Negotiation for Procurement Professionals



Strategic Sourcing Process



Strategic Sourcing Toolkit



Price and Cost Management Toolkit



Supplier Management



Introducing ADR's Online Procurement Academy (OPRA)

There are 5 series in OPRA. Click each of the series icons on the left to explore the course titles.

All courses have 3 elements:

- Interactive learning package -
- End of module quiz -
- Certificate -

There are 66 e-learning modules covering 181 topics, with 257 checkpoints to self-test learning, and 153 digitally fillable templates to keep and use.

If you would like to learn more about any of the courses, let us know by clicking the checkmark box next to each course you are interested in and emailing us your copy with the selections by clicking the email icon below.





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Course titles

Duration

<input type="checkbox"/> OPRA1	- An Introduction to Procurement Negotiation	60 mins
<input type="checkbox"/> OPRA2	- Negotiation : Preparation and Planning	60 mins
<input type="checkbox"/> OPRA3	- Negotiation : Execution and Review	60 mins
<input type="checkbox"/> OPRA4	- Negotiation : Micro-skills - Trading Concessions	60 mins
<input type="checkbox"/> OPRA5	- Negotiation : Micro-skills - Conditioning & Information Control	60 mins
<input type="checkbox"/> OPRA6	- Negotiation : Micro-skills - Questioning, Answering and Listening	60 mins
<input type="checkbox"/> OPRA7	- Negotiating in non-competitive supply markets	60 mins
<input type="checkbox"/> OPRA8	- Supplier Negotiation Tactics	60 mins
<input type="checkbox"/> OPRA9	- Buyer Negotiation Tactics - Part 1	60 mins
<input type="checkbox"/> OPRA10	- Buyer Negotiation Tactics - Part 2	60 mins
<input type="checkbox"/> OPRA11	- Negotiation : Cultural Aspects	60 mins
<input type="checkbox"/> OPRA12	- Building your Negotiation Strategy Canvas	60 mins





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	<u>Duration</u>
<input type="checkbox"/> OPRA17 - Introduction to Strategic Sourcing	60 mins
<input type="checkbox"/> OPRA18 - Scoping and Governance	60 mins
<input type="checkbox"/> OPRA19 - Discovery	60 mins
<input type="checkbox"/> OPRA20 - Spend Analysis	60 mins
<input type="checkbox"/> OPRA21a - Stakeholder Engagement - Part 1	60 mins
<input type="checkbox"/> OPRA21b - Stakeholder Engagement - Part 2	60 mins
<input type="checkbox"/> OPRA22 - Supplier Analysis (Know Your Supplier)	30 mins
<input type="checkbox"/> OPRA23 - Business Needs Analysis	60 mins
<input type="checkbox"/> OPRA24 - Sourcing Strategy Development	60 mins
<input type="checkbox"/> OPRA25 - Sourcing Strategy Options - Sourcing, Contracting and Relationship	60 mins
<input type="checkbox"/> OPRA26 - Sourcing Event - Competitive Bid	60 mins
<input type="checkbox"/> OPRA27 - Supplier Evaluation and Selection	30 mins
<input type="checkbox"/> OPRA28 - Sourcing Strategy Recommendation	60 mins
<input type="checkbox"/> OPRA29 - Contracting for Performance	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 - Force Field Analysis
- OPRA62 - 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
- 30 Mins
- 60 mins





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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"/>	OPRA86a	- Deconstructing Price 7: Should-Cost Analysis	60 mins
<input type="checkbox"/>	OPRA86b	- Deconstructing Price 8: Building a Should-Cost Model	30 mins
<input type="checkbox"/>	OPRA87	- Deconstructing Price 9: Total Cost of Ownership	30 mins
<input type="checkbox"/>	OPRA88	- Deconstructing Price 10: Could-Cost Analysis	60 mins
<input type="checkbox"/>	OPRA89	- Deconstructing Price 11: Target Costing	60 mins
<input type="checkbox"/>	OPRA90	- Competition Analysis	30 Mins
<input type="checkbox"/>	OPRA91	- Price Change Management - Cost Avoidance	60 mins
<input type="checkbox"/>	OPRA92	- E-Auction Preparation, Planning and Execution	60 mins
<input type="checkbox"/>	OPRA93	- Demand Management	60 mins
<input type="checkbox"/>	OPRA94	- Cash Management	30 mins





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Course titles

	<u>Duration</u>
<input type="checkbox"/> OPRA100 - Introduction to Supplier Management	60 mins
<input type="checkbox"/> OPRA101 - Supplier relationship types	30 mins
<input type="checkbox"/> OPRA102 - Supplier rationalization	30 mins
<input type="checkbox"/> OPRA103 - Supplier performance management - Measurement	60 mins
<input type="checkbox"/> OPRA104 - Supplier performance management - KPIs	60 mins
<input type="checkbox"/> OPRA105 - Supplier performance management - SPM toolkit	60 mins
<input type="checkbox"/> OPRA106 - Supplier management - Governance	30 mins
<input type="checkbox"/> OPRA107 - Supplier management - Value management (outside in)	60 mins
<input type="checkbox"/> OPRA108 - Supplier management - Contract management	60 mins
<input type="checkbox"/> OPRA109 - Supplier management - Onboarding	30 mins

