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## Topic 2.3.2 Working with suppliers

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This document is intended to support teachers in the delivery of 2.3.2, in particular the section on procurement, which is new content.

In developing this resource we would like to acknowledge the support of Emma Scott, Representation Manager from the Chartered Institute of Procurement and Supply (CIPS). CIPS is keen to be involved in supporting schools and colleges in their work on procurement and supplies.

### Specification

2.3.2 Working with suppliers	<p>Managing stock:</p> <ul style="list-style-type: none"><li>• Interpretation of bar gate stock graphs.</li><li>• The use of just in time (JIT) stock control.</li></ul> <p>The role of procurement:</p> <ul style="list-style-type: none"><li>• Relationships with suppliers: quality, delivery (cost, speed, reliability), availability, cost, trust.</li><li>• The impact of logistics and supply decisions on: costs, reputation, customer satisfaction.</li></ul>
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### What is procurement?

Procurement and supply management involves buying the goods and services that enable an organisation to operate.

A useful resource is the CIPS website which has a 'Be a buyer' resource for students. This is found at [www.beabuyer.org](http://www.beabuyer.org)

**Presentation** - one resource on the 'Be a buyer' is a PowerPoint presentation which can be used in lessons. This has been designed to allow teachers to add their own examples if necessary - for example, slide 4 - or to use 'off-the-shelf'. The presentation links through to the Pizza Puzzle activity, which is also provided on the website as a stand-alone activity.

**The Pizza Puzzle** - a nice activity which presents a sourcing dilemma for students and provides a team-based activity to find an answer to the dilemma. Teams act as a buyer for pizza manufacturer that produces pizzas for leading supermarkets. There are three suppliers of tomato sauce, each with their own individual features. The job is to agree, as a team, which supplier to use.

In addition to gaining an insight into the issues surrounding procurement, this task also allows students to demonstrate teamwork and literacy skills, whilst also offering opportunities for original and creative thinking.

**Other resources** - in addition to the presentation and Pizza Puzzle resources, the site also includes a number of real-life stories of young people who have pursued a career in procurement, and other career and 'routes to entry' information.

### Adopt a School programme

CIPS currently run a programme where procurement managers are encouraged to develop close links with schools, to encourage visits and to provide speakers who can deliver talks and presentations in schools.

Emma Scott is creating a template letter for schools to use to contact local procurement managers who have expressed an interest in this scheme. This will be available from Autumn 2016 (via Colin Leith).

### Visiting speakers

CIPS is keen for schools to make contact with its members to arrange visits to businesses, and for managers to visit schools. CIPS recommends that the best way to arrange such visits is through its branch network. Branches are organized regionally. A full list of branches, including the contact details of the branch chair, can be found at:

[www.cips.org/en/community/branches/branchlisting](http://www.cips.org/en/community/branches/branchlisting)

Teachers can contact the branch chair as a first point of contact when planning a visit. The contact will be able to put teachers in contact with businesses which are appropriate.

### Inspiring the Future - [www.inspiringthefuture.org](http://www.inspiringthefuture.org)

*Inspiring the Future* is a free service for state schools and colleges to recruit volunteers doing a range of jobs to share their knowledge and experience with your students face-to-face. Speakers are available with experience and expertise in a wide range of business areas, including procurement. CIPS members are encouraged to be part of the scheme and provide an opportunity for teachers to access with expertise in this area.