

## TYPICAL TRAINING PROGRAM

### DAY 1

10:00 - Welcome and introduction to School of Purchasing  
10:30 - Introduction to the Game  
11:00 - Gameplay Round 1: Strategy Development and first year  
13:00 - Lunch Break  
14:00 - Training on sourcing levers  
15:00 - Gameplay Round 2 - Lever application  
17:00 - Analysis of the game & debriefing  
19:00 - Dinner together

### DAY 2

09:00 - Training on supplier satisfaction & preferred customer status  
10:30 - Gameplay Round 3: Applying the preferred customer logic  
12:00 - Lunch Break  
13:00 - Training on innovation and risk management  
13:45 - Gameplay Round 4: Innovation and risk management  
15:15 - Analysis of the game, debriefing & award ceremony  
16:00 - End of the workshop

The training can be delivered in German,  
Dutch, English and Portuguese.

### INTERESTED?



info@suplay.nl  
www.suplay.nl  
+49-171-7891334

Ruwerstraat 9  
7545 SM Enschede  
The Netherlands

**suPlay**   
THE SERIOUS PURCHASING GAME

Practice and develop indispensable  
skills in purchasing

A unique training method developed  
at the University of Twente

- ▶ Learn which procurement optimisation strategies work, and why
- ▶ Discover how supplier satisfaction can take you to a leading position in innovation management
- ▶ Discover how supplier satisfaction helps to retain good suppliers in the long term and optimise costs in parallel

## SERIOUS GAME

SuPlay is a scientifically based procurement training method for professional purchasers in the form of a serious game. Based on various procurement strategies combined with project objectives and direct challenge from other participants, the game is dynamic and realistic. Purchasers are motivated and trained in a structured way. Next to hard skills, also soft skills are developed. Learning by playing is a substantially more efficient method than traditional training and with sustainable results.

A unique business procurement training method developed at the University of Twente, in which purchasers practice and develop indispensable skills.

### HARD SKILLS

Cost-optimisation strategies



Supplier satisfaction



Innovation management



Risk recognition and learning to act on it



Information analysis: Distinguishing between important and unimportant sources



The development of joint entrepreneurship



Maximising supplier satisfaction and loyalty



Insights into the competition game among purchasing firms

### SOFT SKILLS

## HOW DOES IT WORK?

The game takes place in a brewery and players start out as Junior Buyer Packaging. Under professional supervision, the participants develop to the level of CPO within four rounds. In each round new competencies are being added. New workouts, in-game applications and a feedback round enable participants to become final decision-makers with extensive competencies. The combination of various purchasing strategies and real competition between the different participating teams results in a dynamic and realistic playing field in which leadership, teamwork and decision-making are indispensable.

## TOPICS MODULE

Cost-optimisation module: Training and practice of the Lever analysis method.

Suppliers satisfaction module: Satisfied suppliers give better prices and collaborate in innovation. Here we train, how to increase supplier satisfaction without additional costs.

Innovation module: Increasingly, buyers have the task of exploiting their suppliers' innovation potential. This module trains how it works.

