

KSBs - Level 6 Senior Procurement and Supply Chain Professional

Knowledge

- K1:** Competitive advantage and how that adds value for their organisation and supply chain.
- K2:** Strategic risk management techniques that drive appropriate due diligence and whole-life risk management.
- K3:** Responsible procurement expertise covering ethical/social, environmental, and economic factors.
- K4:** Procurement cycle and its role in delivering the organisation's strategy.
- K5:** Concepts of leadership and management in procurement.
- K6:** How a business case is developed, and the roles of stakeholders involved.
- K7:** Relevant regulatory and legislative requirements such as data protection, modern slavery and its application for procurement and supply chain management, competition, and employment.
- K8:** Approaches to managing strategic stakeholder relationships.
- K9:** The benefits, risks and implications of globalised supply chains and country-specific risks and challenges.
- K10:** Change management concepts, and methods of implementing change within the organisation.
- K11:** How to use horizon scanning to identify the current and future needs of the sector and procurement landscape.
- K12:** Financial management techniques and implications for procurement.
- K13:** Systems and technology used to support and improve procurement planning such as demand management, optimisation of inventory and supplier performance management.
- K14:** Importance of data integrity and cyber security to protect commercial information.
- K15:** The use of, and the continuing development, of Category Management.
- K16:** The use of collaborative and competitive strategies to identify routes to market.
- K17:** Contract and on-going supplier relationship management including exit strategies.
- K18:** Sustainability and resilience of supply chain networks.
- K19:** Project management tools and techniques.
- K20:** Pricing and payment mechanisms in contracting.
- K21:** Commercial negotiation approaches and techniques.
- K22:** Conflict management and dispute resolution.
- K23:** Contract development including legal considerations.
- K24:** The continuous development requirements and training needs of their team.
- K25:** Quality management systems and improvement methodologies.
- K26:** Software tools used to analyse, interpret, and evaluate intelligence to inform judgements and enable decision making.

Skills

- S1:** Identify and apply a consistent approach to risk assessment.
- S2:** Use impact analysis to influence the decision making process.
- S3:** Develop category strategies and implement them.
- S4:** Apply project management skills in order to lead projects for procurement.
- S5:** Negotiate and challenge external stakeholders in order to create innovative commercial solutions.
- S6:** Influence and persuade internal clients and stakeholders.

- S7:** Create and implement intervention strategies to correct a contractual failure.
- S8:** Identify opportunities, and lead change to continually improve the procurement function.
- S9:** Able to align the procurement or functional strategy with the business strategy.
- S10:** Analyse, interpret and evaluate findings from qualitative and quantitative research and benchmarking methods to support the decision making process.
- S11:** Deliver sustainable solutions which include corporate social responsibility factors.
- S12:** Lead and be accountable for due diligence in supplier selection and contract award.
- S13:** Use horizon scanning and conceptualisation to deliver high performance strategies focusing on value and sustainable outcomes.
- S14:** Identify supply chain vulnerabilities and opportunities ensuring the delivery of supply chain improvements.
- S15:** Prepare and provide commercial and procurement guidance for business cases for organisational approval.
- S16:** Apply and work within guidelines relating to sustainability, Governance and Regulatory compliance.
- S17:** Develop sustainable procurement practices which allows the organisation to future proof themselves against changes in social, economic, and environmental factors.
- S18:** Contribute to projects and the transformation of procurement services across organisational boundaries such as those impacted by sustainability and the UK Net Carbon Zero target.
- S19:** Identify emerging technology and software relevant to the procurement processes.
- S20:** Lead and facilitate learning and continuous development for their stakeholders.
- S21:** Use quality management systems or improvement methodologies to optimise procurement spend and deliver procurement and supply chain objectives.
- S22:** Coach and mentor individuals within their business.

Behaviours

- B1:** Role models ethical behaviour and practices.
- B2:** Seeks learning opportunities and continuous professional development.
- B3:** Takes responsibility, shows initiative and is organised.
- B4:** Considers the “big” picture and the detail together.
- B5:** Works flexibly and adapts to circumstances.
- B6:** Works collaboratively with others across the organisation and external stakeholders.