

**IBA**

Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

IBA SKILLS DEVELOPMENT PROGRAM

# ESSENTIALS OF PROCURE-TO-PAY CYCLE

INSTRUCTOR LED ONLINE TRAINING



***Trainer***

**Dania Mansoor**

Chemical Engineer & Certified  
Supply Chain Analyst (USA)

**FEB 27, 2021 TO APRIL 03, 2021**

**FROM 4 PM TO 6 PM**

**IBA**

**CEE**

Center for Executive Education  
Institute of Business Administration

# ESSENTIALS OF PROCURE-TO-PAY CYCLE

## TOPICS COVERED

- o Fundamentals of the process of procurement
- o Stages of end-to-end "Procurement Cycle"
- o Role of supply chain drivers in effective procurement process
- o Planning and designing of workflows through ERP to ensure time and cost effective Procure-to-Pay cycle
- o Role of Sourcing, Supplier Relation Management (SRM) and Supplier Evaluation Techniques in delivering an optimized Procurement Process
- o Analysis of a case-study for better understanding of workflow management (on campus session)

## LEARNING OUTCOMES

After taking this course, the participants will be able to:

1. Define procurement management & procure-to-pay cycle for effective procurement of materials and services.
2. Plan workflows to optimize Procure-to-Pay cycle especially using ERP systems.
3. Evaluate buyers' and suppliers performance for uninterrupted supplies and services via improved procurement process.

## WHO SHOULD ATTEND

1. Junior Procurement Officers
2. Junior Buyers or Procurement Trainees
3. Supply Chain Executives
4. Procurement Engineers
5. Aspirants for Entry Level Procurement Positions

## REGISTRATION LINK

<https://tinyurl.com/EPPC2021>

## REGISTER NOW

***Investment: 15,000 / -***

***Exclusive of 5% SST***

***Registration will be on first-come first-serve basis***

***Payment will be made through pay order in favor of IBA Karachi.***

## TRAINER PROFILE

Dania Mansoor is a supply chain professional and specializes in managing technical procurement. She is skilled in negotiating, developing and sustaining supply and service contracts. She has a hands-on experience in Supply Chain Analytics, KPIs development and monitoring to evaluate and mitigate associated risks in supply chain operations. She also works on Business Analytics & Decision making tools to analyze current performance & forecast demand, related to outages and maintenance planning.

Dania is a Chemical Engineer, MBA in Logistics & SCM and did certification in Supply Chain Analytics from Rutgers University, New Jersey, USA. She is associated with the supply chain department of The Hub Power Company, HUBCO which is the largest IPP of Pakistan and served United Ambassadors, New York, USA as a public speaking trainer. Currently, she is also teaching the subjects of Supply Chain, Accounting and Finance as a visiting lecturer in renowned institutes in Karachi.

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