



Training without frontiers™

Case study:
Skill4 deliver for major US training
corporation

Skill4 deliver for major US training corporation

Since the launch event for 60 managers of the PROBUY project being introduced by a major pharmaceutical company to give their global procurement team a common approach, a fully customised training project has been delivered to hundreds of people worldwide.

The project was awarded to a major US training provider who needed international capability beyond the Americas. They commissioned Skill4 International to manage the European implementation. Programmes were successfully delivered in local languages in France, Germany, Italy, Spain and Holland in addition to the USA, UK and South Africa.

The client commented - "All our locations were delighted with the quality of the training and by the fact that it was delivered in the local language. Using trainers who understand local cultural and commercial requirements delivered the credibility needed to ensure local buy-in. A measure of the success of the programmes is that each country has requested that the same Skill4 International trainers deliver the next stage of the project."

Coaching support

The PROBUY approach already includes monthly communications to the procurement team to advise and help them with appropriate information. This approach has included training reinforcement material so that the team has access to ongoing learning.

Managers have been trained to provide both on-the-job and off-the-job reinforcement sessions, to ensure that the new skills continue to develop beyond the classroom.

Consistent approach

To embed the PROBUY approach into the organisation, programmes were also delivered to relevant people from within operations who have direct involvement in the procurement process. This has guaranteed a consistent approach beyond the procurement team.

Finally, to ensure that all relevant support staff understand the terminology, one-day workshops have been delivered to bring them up to speed.



Skill4
International

© Skill4 Limited.

This document may not be reproduced in whole or in part) in any form or by any means whatever without the permission of Skill4 Limited. Skill4 and Training without frontiers are trademarks of Skill4 Limited.

publisher Skill4 International

telephone +44 (0)1709 521234

email info@skill4.com

web www.skill4.com