

CROSS-FUNCTIONAL TRAINING IS THE KEY TO SUCCESSFUL CHANGE, SAYS EFFICIO

Submitted by: Efficio
Wednesday, 23 May 2012

Training non-procurement people alongside their professional colleagues is the key success factor in working together, say consultants Efficio (<http://www.efficioconsulting.com>).

In its latest Viewpoint (http://www.efficioconsulting.com/_uploads/documents/view-point/working-together-the-benefits-of-cross-functional-training.pdf) article Efficio says there is growing interest in providing training programmes to procurement professionals and "business stakeholders" at the same time.

If a stakeholder function is sponsoring a sourcing programme, its members need to be equally aware of the approach and the skills required to execute it, Efficio Principal Julian Catchick says in the Viewpoint, Working together: The benefits of cross-functional training.

Improved communication between functions – eliminating the so-called "silo mentality" – is usually a central objective in such programmes, he says.

He explains: "For procurement professionals and their non-procurement business stakeholders, the ability to communicate effectively is very likely to improve when they undertake training together.

"All functions can improve their performance by aligning with the organisation's overall objectives.

"Undertaking training and development with non-procurement colleagues can be an extremely effective way of helping achieve this."

Ends

Notes to editors

Working together: The benefits of cross-functional training can be downloaded from:
http://www.efficioconsulting.com/_uploads/documents/view-point/working-together-the-benefits-of-cross-functional-training.pdf

About Efficio

Efficio is a results-focused procurement consultancy with a track record of helping leading organisations achieve more value from their procurement. It is headquartered in London, UK, and has offices in France, Germany, Switzerland and the US.

Efficio combines the credentials of a top tier firm with the depth of expertise of a flexible niche player. Clients include 3i, AstraZeneca, Barclays, BAT, Biffa, British Gas, Ford, Scandic, HSBC, KKR, Nokia, National Grid, O2, Tryg and Thames Water among others.

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