



*Procurement
Functional
Training & Competency
Building Workshop
3-4 March 2017*



HINDUSTAN ZINC LIMITED

LEARNING & DEVELOPMENT @ HZL COMMERCIAL



Few Glimpses



**2 Days of
Learning & Team
Building**



**56 executives
(including projects)**

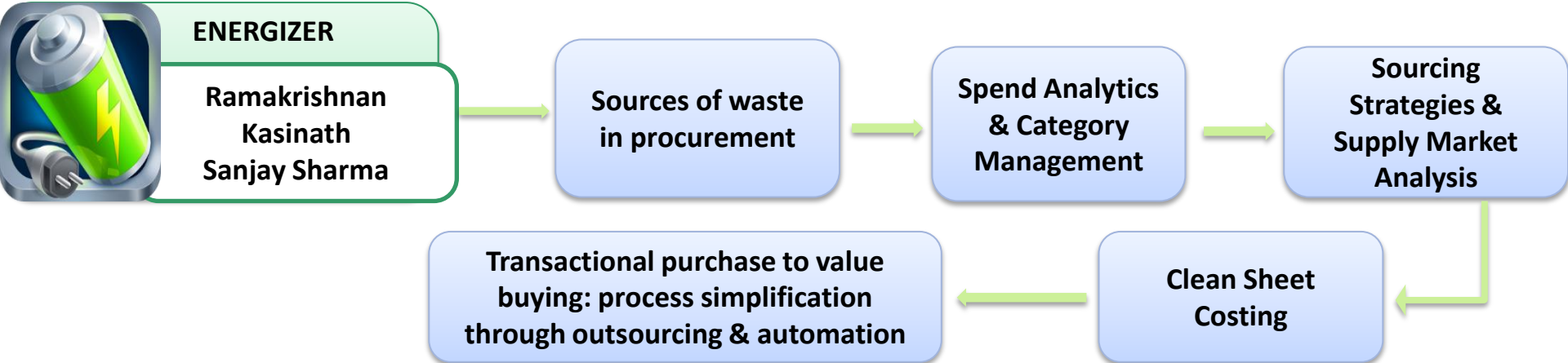
6 Commercial Leads

5 Expert Speakers



A fun filled learning full of Case Studies, Role Plays & REAL HZL examples

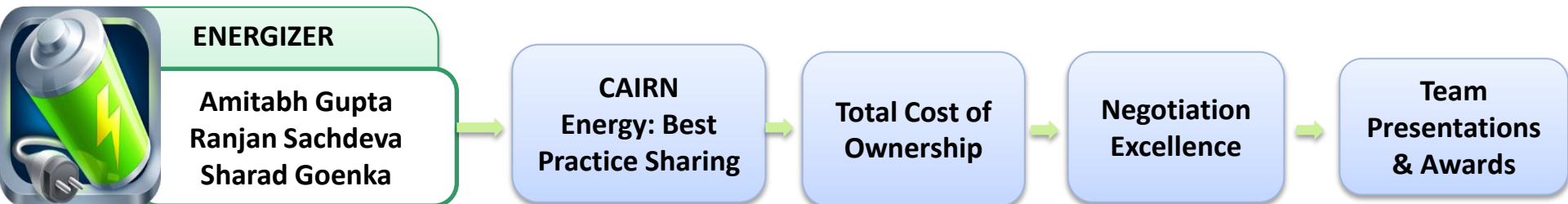
DAY 1



DINNER WITH HZL CEO

*Enriching and inspiring interaction of each individual with CEO over Dinner left the team fully energized and motivated
Key message was to adopt automation of processes to the maximum extent.*

DAY 2



Guest Speakers: Key Messages



- Time for collaborative working
- Stressed on vendor relationship management
- Importance of Unlearning to learn
- Respect Vendors & value their time
- Focus on value addition in existing roles

**Mr
Ramakrishnan
Kasinath**

- Analysis :a key to objective decisions
- We should strive for Vendor delight
- Need for simplification of process
- Importance of score cards
- L&D should be a key focus area
- Deriving Max. Benefit out of SSC
- Stressed on hygiene of processes and NFAs

**Mr. Amitabh
Gupta**

- Importance of basic behavioural aspects
- Importance of work life balance
- Need for review of documentation
- Outsourcing of non core activities

**Mr. Sanjay
Sharma**

**Mr. Ranjan
Sachdeva**

- Shared group commercial vision & business deliverables
- Stresses on value of achieving overall business Bottom Line
- Stressed on group philosophy

**Mr Sharad
Goenka**

- Best Practice & CAIRN way of working
- Value derived from outsourcing
- Shared centralization journey of past 2 years
- Procurement in a JV scenario

"Knowledge sharing and interactive session. Understanding corporate view"



"Best Part was meeting all members in commercial; at the same time learning new fundas."



"Being new to commercial department it was a very good ice breaking session, where I learnt a lot."



"Moving from conventional savings methods to more analytical approach"



"Won First prize in Team presentation and learnt new skills from my team members"



THANK YOU !!!!