

Success Story – Dole Philippines

BACKGROUND

Dole Food Company's worldwide team of growers, packers, processors, shippers and employees is committed to consistently providing safe, high-quality, fruit, vegetables, and food products, while protecting the environment in which its products are grown and processed.

Dole's dedication to quality is a commitment solidly backed by: comprehensive programs for food safety, scientific crop protection programs, stringent quality control measures, state-of-the-art production and transportation technologies, continuous improvement through research and innovation, and dedication to the safety of our employees, communities and the environment.

<http://www.dole.com/Company-Info/About-Dole>

CHALLENGE

Dole procurement staff undertook the ADR Development Needs Analysis (DNA) to determine their training and development needs. A program was then proposed in line with the DNA results based on required competencies.

PROJECT

Recommended training to Dole includes the entire course of CSSP and a Negotiation workshop, with the following content:

- Essentials of Strategic Sourcing (Introduction, Category Profiling, Sourcing Strategy and Tactics Development, Sourcing Event, Supplier Evaluation, Implementation)
- Advanced Strategic Sourcing (Shareholder Value, PACE Model, Deconstructing Price)

Client	Dole Philippines
Service Line	Learning
Solution	Classroom Training
Industry	Agriculture
Category	DNA, PASIA – CSSP, Negotiation
Region	Southeast Asia

- Leadership in Strategic Sourcing (Risk Management, Supplier Relationship Management)
- Tactical Negotiation Skills
- Strategic Negotiation Skills

• OUTCOME

- First two modules delivered, and the third set for May 2015.
- Positive feedback from the trainings delivered.
- As a result of new learning, the company is open to other areas of their business that need improvement with training as a component.