

# Annie LAFAYE – Consultante/Formatrice-

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## Diplômes/Habilitations :

- ▶ Habilitation MBTI (2014)
- ▶ Psychologue du travail (2013)
- ▶ Master en Achat International (EM, Strasbourg) (1993)

## Parcours professionnel :

- ▶ Formatrice en achat, management (2001-2018)
- ▶ Centre de bilan de compétences (2014-2018)
- ▶ Baxter (1993-2004) :
- ▶ Purchasing and Suppliers' Management Operations for Europe (Baxter Lessines et Amilly)
- ▶ Conférencière :
- ▶ Leadership in Human 4.0.
- ▶ l'Opérationnel associé à l'Humain (Bemas).
- ▶ The role of the purchasing department in a multinational company (Schering-Plough)

## ▶ Domaines d'intervention

### et d'expertise :

- ▶ Techniques de négociation (sur 3 niveaux), Négociation multiculturelle, Négociation en situation difficile
- ▶ Toute formation sur les achats
- ▶ Management (pilotage, conduite du changement, gestion de problèmes)
- ▶ Qualité
- ▶ Centre de bilan de compétences
- ▶ Professeur :
  - ▶ MBA Achats, Institut Leonard de Vinci
  - ▶ Diplôme Cegos : Responsable de la fonction achat sur les modules sourcing et évaluation des fournisseurs et suivi qualité fournisseurs
  - ▶ Diplôme CNAM Lille : Responsable des établissements sanitaires et sociaux en Management des Achats

## ▶ Références principales (au travers de Cegos) :

- ▶ Abbott, Adéo, Air Liquide, Altran, Areva, Bombardier, Bouygues Télécom, Continental, Crédit agricole, Darty, DCN, Enersys, Fives, Groupe André, Hutchinson, Renault (Guyancourt et Tanger), RTE, Safran Turboméca, Sanofi, Spie, Thalès...

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## Education

- MBTI certified (2014)
- Occupational Psychologist (2013)
- Diploma in International Purchasing (Master II, European Management School, Strasbourg) (1993)

## Employment :

- Training Consultant in purchasing, management (2001-2018)
- Certified skills assessment center (2014-2018)
- Baxter (1993-2004) :
- Purchasing and Suppliers' Management Operations for Europe (Baxter Lessines and Amilly)
- Lecturer :
- Leadership in Human 4.0.
- Links between Operational and Human aspects (Bemas)
- the role of the purchasing department in a multinational company (Schering-Plough)

## Expertise

- Negotiation, including difficult situations and multicultural environments
- Suppliers' relationship Management
- Purchasing
- Management
- Quality
- Certified skills assessment center
- Teacher :
  - MBA Purchasing, Institute Leonard de Vinci
  - Cegos diploma : Purchasing Manager (sourcing and SRM),
  - CNAM Lille : Purchasing Management in the frame of the Hospital Management diploma

## Main customer references (through Cegos) :

- Abbott, Adéo, Air Liquide, Altran, Areva, Bombardier, Bouygues Télécom, Continental, Crédit agricole, Darty, DCN, Enersys, Fives, Groupe André, Hutchinson, Renault (Guyancourt and Tanger), RTE, Safran Turboméca, Sanofi, Spie, Thalès...

