

Un'iniziativa ideata e promossa da:



**SARDEGNA  
RICERCHE**

Con il supporto di:



**REGIONE AUTÒNOMA DE SARDIGNA  
REGIONE AUTONOMA DELLA SARDEGNA**

In collaborazione con:



# La professione del buyer pubblico. La visione internazionale dell'IFPSM

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LEONARDO DA VINCI (1452 – 1519)

LAST WORDS BEFORE DYING:  
I APOLOGIZE TO GOD FOR NOT HAVING DONE MY JOB WITH ALL THE  
QUALITY I HAD

WE MUST HAVE **HUMILITY** ENOUGH TO THINK WE STILL MAY LEARN  
SOMETHING TODAY ... IF NOT ... DON'T LOSE YOUR TIME

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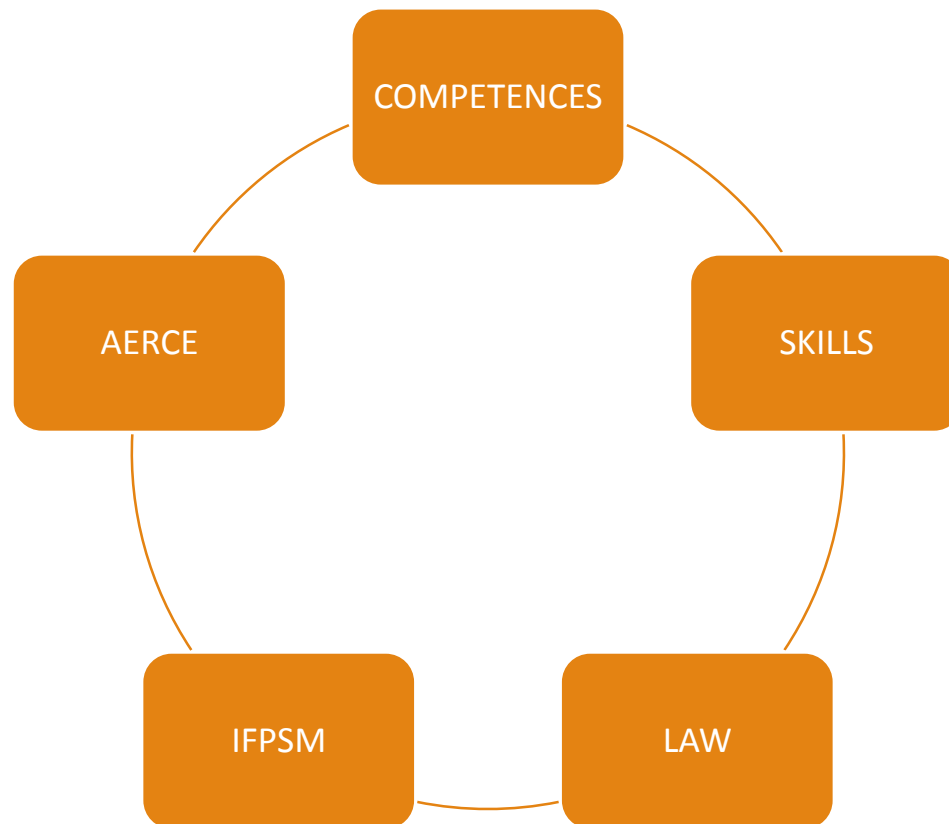


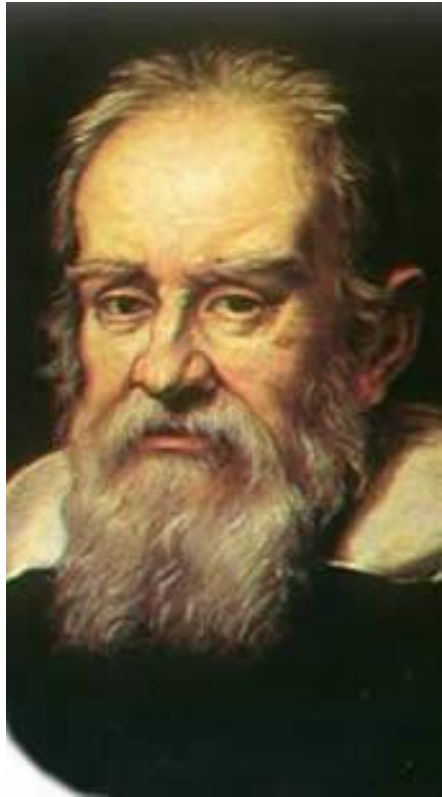
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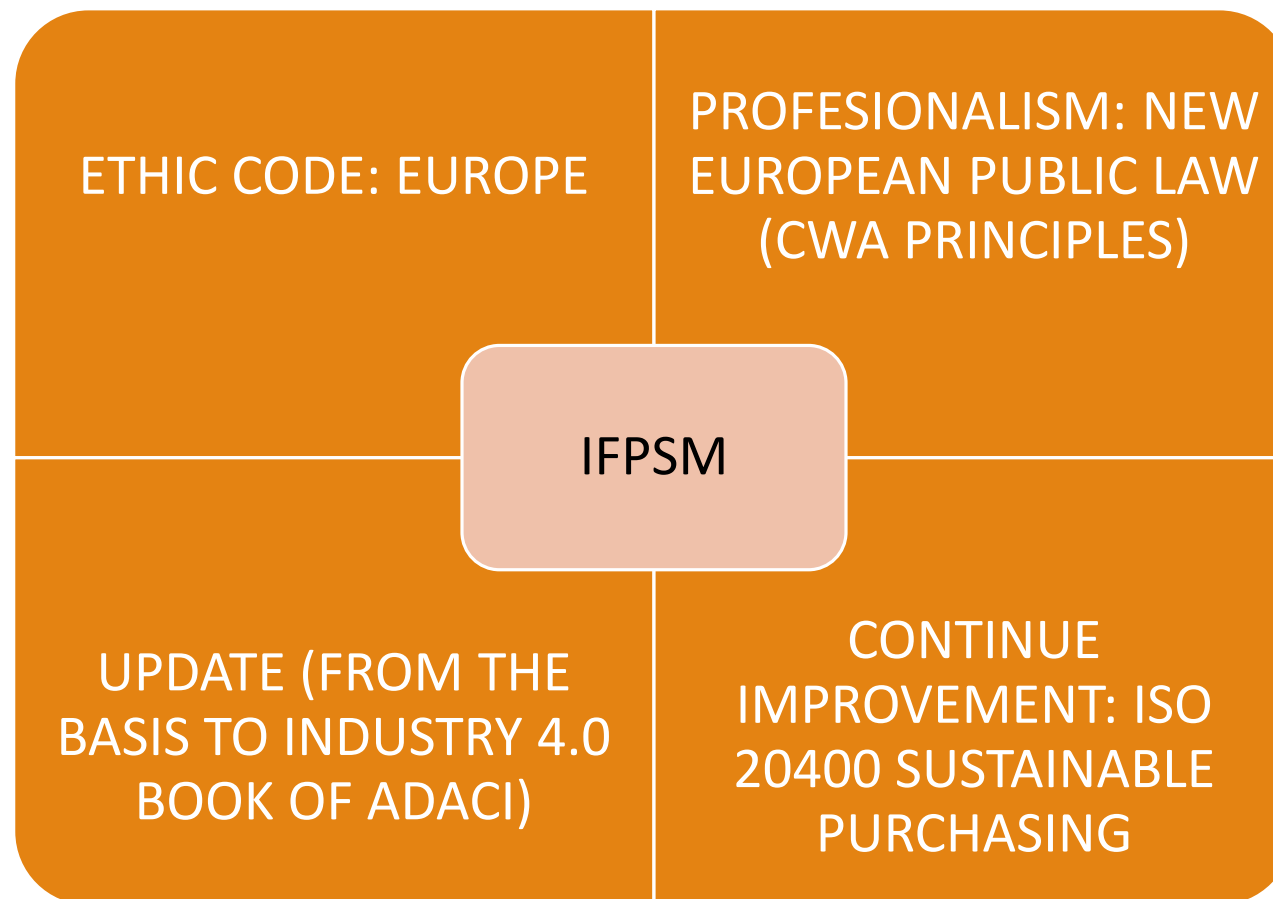




GALILEO (1564 – 1642)

TO DEMONSTRATE THE ACCELERATION OF THE BODIES IS  
INDEPENDENT FROM THE WEIGH, HE THREW A CANON BULLET AND  
A LITTLE STONE FROM PISA TOWER

TRY TO OBTAIN ANY **EXPERIENCE** FROM WHAT WE WILL SHOW YOU  
TODAY IF NOT ... AGAIN ... WE ALL LOSE OUR TIME THAT IT IS THE  
ONLY THING WE MAY NOT SELL



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DANTE ALIGHIERI (1265 – 1321)

ONE OF THE SENTENCE OF DANTE IS: THERE IS A SECRET TO LIVE  
HAPPY WITH THE PERSON YOU LOVE, NOT TRY TO MODIFICATE IT

WE MUST NEVER FORGET THAT TO UNDERSTAND THE FUTURE WE  
MUST DOMINATE THE PAST AND RECOGNIZE THE PRESENT, THIS IS  
WHAT AERCE IS TRYING TO DO LIKE DANTE SAID WE MUST KNOW  
TO PURCHASE BEFORE INNOVATE IN PURCHASING

TO ACHIEVE PERSONAL  
GOAL (PUBLIC BUYER  
AS REFERENCE)

NEAR THE STUDENT  
(ON LINE)

AERCE

CAREER (UNE 15896)

PERMANENT UPDATE:  
LEAVE YOUR OWN  
MESSAGE

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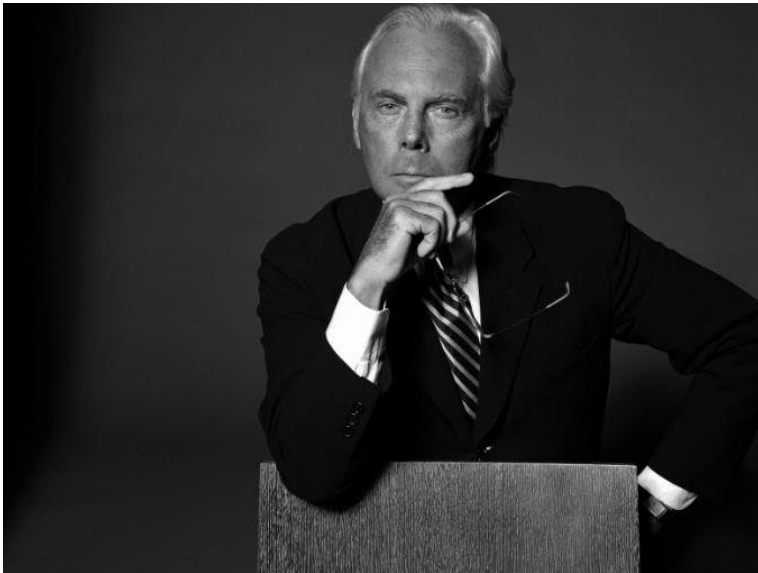


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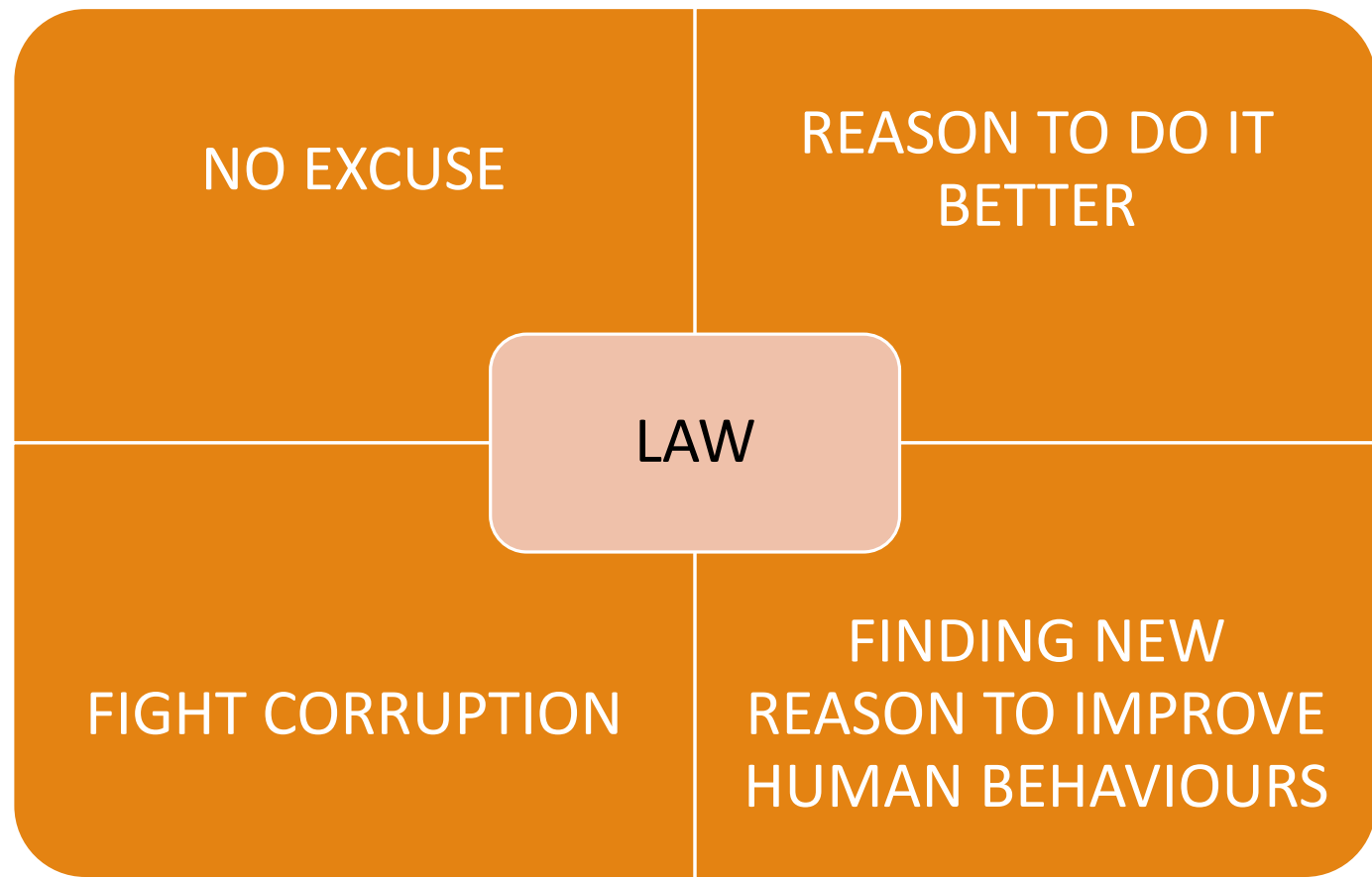


GIORGIO ARMANI (1934 – )

THE DESIGNER CLAIMS NEVER TO HAVE BEEN INDEBTED; THE MONEY HE NEEDED TO BEGIN HIS COMPANY OBTAINED IT FROM SELLING HIS VOLKSWAGEN

PUBLIC PURCHASING IS SIMILAR TO THE IDEA OF GIORGIO ARMANI BECAUSE WE ARE RESPONSIBLE TO MANAGE THE MONEY OF THE PUBLIC AND WE ARE NOT ALLOWED TO SPEND IT WITHOUT CARE ENOUGH ... THIS IS THE REASON BECAUSE WE NEED TO FOLLOW A LAW





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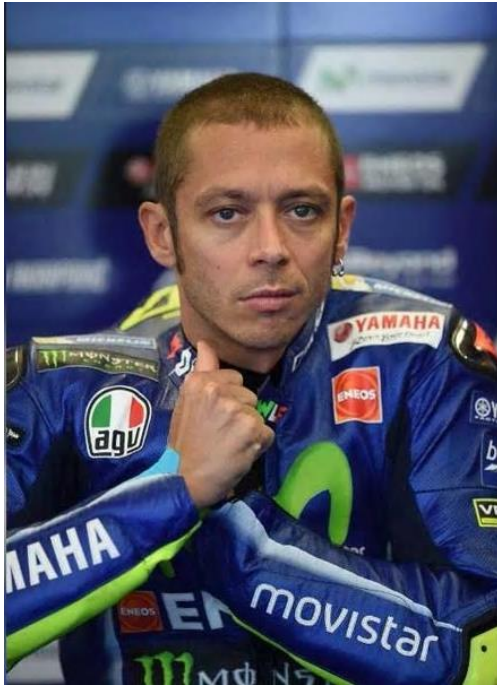


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VALENTINO ROSSI (1979 – )

NINE TIMES WINNER OF THE WORLD, FROM 2,5 TO 4 HOURS DAILY  
TRAINING

IT IS EASY TO SAY I CAN ACHIEVE SOMETHING BUT AFTER THESE WORDS  
EXIST A REAL AND HARD WORK, WHAT MUST WE WORK?

BASIC FUNDAMENTALS OF  
PURCHASING

BASIC FUNDAMENTALS OF  
PURCHASING LAW

COMPETENCES

OPEN MINDED

INDUSTRY 4.0



SOPHIA LOREN (1934 – )

THIS LIFE GIVES FEW EXPLANATIONS. THAT'S WHY WE NEED SOMETHING TO HOLD ON TO ABOVE US. YOU HAVE TO BELIEVE IN GOD TO GET UP EVERY MORNING

PROFESSIONALS OF PUBLIC PURCHASING MUST DOMINATE SOME SKILLS AND ALSO MUST FACE TO DIFFERENT RISKS BECAUSE OF THE TYPE OF MANAGEMENT WE HAVE IN OUR JOB



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GINA LOLLOBRIGIDA (1927 – )

IN THE VERY BEGINNING THE CINEMA WASN'T HER PASSION  
IN OUR CASE, IN OUR ACTUAL LIFE OUR PASSION IS WHERE WE ARE, WHAT  
WE DO AND WHAT WE CAN DO AND IF WE HAD ANY DOUBT WE MAY  
FOLLOW WAHT WE HAVE SEEN TODAY

IFPSM: ETHIC CODE,  
PROFESIONALISM, CWA 15896,  
INDUSTRY 4.0, ISO 20400

AERCE: PERSONAL GOAL, NEAR THE  
STUDENT, UNE 15896 AS A CAREER,  
YOUR OWN MESSAGE

CONCLUSIONS: NOT  
AN EXCUSE THE LAW  
A CHALLENGE AND  
AN OPPORTUNITY

COMPETENCES: PURCHASING  
FUNDAMENTALS, LAW  
FUNDAMENTALS, OPEN MINDED,  
INDUSTRY 4.0

SKILLS: OBJECTIVES MANAGEMENT,  
COMMUNICATION, NEGOTIATION,  
STRESS CONTROL, DOMINATE  
MEETINGS, DOMINATE BAD MOOD

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# Grazie mille