



Michel Philippart, DBA

Professor – Speciality: Supply Management

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EDUCATION

- 2011-2016 **Executive Doctorate in Business Administration**
 Université Paris Dauphine, Paris, France
 Topic: “Managing suppliers as an intangible resource to contribute to the creation and sustainability of competitive advantages: a Resource Based Approach”. Thesis director: Xavier Lecocq
 Thesis on publications obtained with a grade of 18/20 and the congratulations of the jury.
- 1987-1989 **Master of Management degree, with distinction**
 Kellogg Graduate School of Management, Evanston, IL.
 Concentrations in Operations, Marketing, Policy and Environment, and International Business Harry Gillies Award 1989, Dean's Distinguished Service Award 1989
- 1977-1983 **Belgium Metallurgical Engineering Degree, with Distinction**
 Université de Liège, Belgium

PROFESSIONAL EXPERIENCE

- 2017-today **Professor of Supply Management**
 EDHEC Business School, Lille Campus, France
- 2008-2017 **Participating Professor**
 Grenoble Ecole de Management Grenoble, France.
 Member of the IRIMA
- 2007-today **Consultant and personal advisor for supplier management, corporate communication, and M&A operations.**
 Sourcing Plus Brussels, Belgium
- 2007-2012 **Associate, Head of Research, Training and Assessment**
 Big Fish Paris, France

- 2004-2006 **Director of Global Procurement**
GSK Biologicals, the vaccine division of GlaxoSmithKline Brussels, Belgium.
Led a team of 40 in Belgium and 20 in 8 overseas site managing €1.2 Billion of production, services, clinical research and capex.
- 2002-2003 **Director of European Procurement**
Scotts Lyon, France
Launching the first cross country organization.
- 2000-2002 **Associate Principal, Purchasing Practice**
McKinsey Geneva, Switzerland.
Projects in financial services, steel, pharma, food service.
- 1997-2000 **Director of Purchasing, Other Goods and Services**
Frito-Lay Europe London, UK and Bern, Switzerland
Launched OSG Purchasing in Europe.
- 1994-1997 **Director, Global Sourcing**
Frito-Lay International, Dallas, Texas
Developed the international purchasing structure, focusing on Asia, Latin America and global Seasoning strategy.
- 1989-1994 **Senior Associate, Operations Practice**
Booz-Allen & Hamilton, Chicago, IL and Paris, France
- 1983-1987 **Metallurgist**
Chromalloy Oklahoma City, OK; Tel Aviv, Israel

ARTICLES IN ACADEMIC JOURNALS (PEER REVIEWED)

- Philippart (2016) The Procurement Dilemma: Short-term Savings or Long-Term Shareholder Value? *Journal of Business Strategy*, volume 37 issue 6
- La Maturité Achat du Point de Vue de l'Actionnaire, Etre Capable de Construire des Avantages Concurrentiels Durables, *Excellence HA n°6*, June 2016
- Philippart (2014) Mesurer la performance de l'entreprise étendue pour piloter la création de valeur : une approche par l'immatériel, *Revue Française de Gestion Industrielle*, volume 33 n°4, pp 65-80
- Philippart, M., & Vieira, D. R. (2014). Measuring and managing projects in extended enterprise: a value creation focus based on intangible assets. *The Journal of Modern Project Management*, 1(3).
- Michel Philippart, Darli Rodrigues Vieira (2009) "Plano Estratégico de Compras - Requisito Básico para a Gestão Inteligente de Fornecedores" *Mundo Logística - Brazil*, Edição 11 Jul | Ago 2009

- Guest reviewer for the special edition of “La Revue Française de Gestion” on “Collaboration between clients and suppliers: how to create value beyond the boundaries of the firm”

BOOKS

- Poissonnier, Philippart, Kourim. "Les Achats Collaboratifs: Pourquoi et comment collaborer avec vos fournisseurs, De Boeck, 2012 (HEC ACA BRUEL Prize 2012)
- Philippart, Verstraete, Wynen. “Collaborative Sourcing: Strategic Value Creation through Excellence in Supplier Relationship Management”, Presses Universitaires de Louvain, 2005 (HEC ACA BRUEL Prize 2006)

ACADEMIC EVENTS

- Presentation: “Which evolution to develop a key supplier strategy for sustainable competitive advantages?”, Engaged Management Scholarship Conference 2016, Paris
- Poster: “Learning from Business Models for a better management of an extended enterprise”, Business Models Workshop, Grenoble Ecole de Management, Nov 2016.
- Sucesso em projetos de supply chain: a força dos modelos colaborativos, IX Seminário Internacional, Curitiba November 2006

ARTICLES FOR PRACTITIONERS & PROFESSIONAL PRESS

- Les Fournisseurs : Mieux Gérer une Composante de notre Capital Immatériel. Profession Achat, Hiver 2013 (Suppliers : an intangible capital to manage better)
- Comment mesurer la performance d’une équipe achat ? Profession Achat, Printemps 2011 (How to measure the performance of a purchasing team)
- La Manipulation dans les Relations Acheteur Vendeur ou Les Risques des Invitations de Fournisseurs, Profession Achat, Décembre 2010 (Manipulation in vendor-buyer relations or the risks of accepting invitation)
- Mesurer la qualité de la relation fournisseur-client, le WRI (Working Relation Index) Profession Achat, Septembre 2008 (Measuring the quality of the supplier client relation, the WRI)
- In a high inflation context, back to basic supplier squeeze management? Tribune
- CPO Agenda Spring 2006, in the issue on "Developing the Super Supplier": Breaking Through the Barriers
- Collaborative Sourcing, Line56, January 2006
- Procurement Must be More than Cost Cutting, European Pharma Executive - June 2005
- Tribune on Strategic Supplier Management, "La Lettre des Achats", June 2003

PROFESIONAL CONFERENCES & WORKSHOPS

- Faire progresser les achats hospitaliers en Suisse romande, Nov. 2016
- FIPEC Leadership Board, July 2014
- Master Class Université du Québec à Trois Rivières, May 2013
- ACA Paris, April 2013
- Salon des Achats, Paris 2012
- Operations Master, National University of Singapore, course of Prof. Mark Goh, January 2012
- Festival Géopolitique, March 2011
- Keynote Speaker, Final Session of the Executive MBA, University of Louvain, 2011
- PLM and Supplier Management: Seminário Internacional Product Lifecycle Management in Sao Paulo on September 22-23, 2009.
- SupplyChainNet.be, Antwerpen October 26, 2009: The evolution of Supplier Management and the emergence of the need for better trained professionals
- Supplier Relationship Management, Amsterdam, March 2009
- Risk Management, Barcelona, December 2009
- Leading the Change to High Performance Resources Management, Keynote speaker, Volvo NAP Leadership Conference, Goteborg, Sept 2008
- Category Management, Amsterdam, March 2008
- Turning Supplier Management into a Competitive Weapon, Keynote speaker, Intel Vision to Win conference, November 2007
- Performance Measurement of Procurement Talents, Barcelona, September 2007
- Collaborative Sourcing, Conférence ACA, Paris, November 2006
- Changer les Achats dans l'Industrie Pharmaceutique, Solvay Business School Alumni Club, June 2006
- Supplier Relationship Management, Amsterdam, September 2006
- War on Procurement Talents, London, March 2006
- ABCAL "Journée des Achats" February 2006
- Relations Fournisseurs, Paris, Décembre 2004
- Management of Supplier Innovation for Competitive Advantages, DESMA 2003 Forum
- Singapore Institute of Purchasing and Materials Management annual meeting 1995

TEACHING

Main Topics

- Supplier Management Support of the Firm's Strategic Agenda
- Operations Leadership
- Management of Operations and Supply Chain
- Purchasing and Supply Chain in Luxury, Fashion and Design
- Measure of Suppliers and Supplier Management Performance
- The Category Management Process: Tools and Techniques of Purchasing Professionals
- Building Collaborative Relations with Innovation Suppliers
- Charte des Bonnes Pratiques entre Donneurs d'Ordre et PME
- Supplier Risk Management
- Purchasing and Supply Chain in the Sporting Goods Industry
- International Supplier Management

Methodology

- Supplier Management Support of the Firm's Strategic Agenda
- Operations Leadership
- Management of Operations and Supply Chain
- Purchasing and Supply Chain in Luxury, Fashion and Design
- Measure of Suppliers and Supplier Management Performance
- The Category Management Process: Tools and Techniques of Purchasing Professionals
- Building Collaborative Relations with Innovation Suppliers
- Charte des Bonnes Pratiques entre Donneurs d'Ordre et PME
- Supplier Risk Management
- Purchasing and Supply Chain in the Sporting Goods Industry
- International Supplier Management

Illustrative Cases & Exercises

- BVS: Introduction to Strategic Purchasing Management and the Resource Based View using the example of rare and complex raw materials in biotechnology, published by "the Case Centre"
- GreenNature, jeu de négociation pour construire une supply chain pérenne: development of a strategy and negotiation across three levels in a value chain. Published at Centrale de Cas et Medias Pédagogiques - CCMP with the support of Pierre Paul Jobert, case reference N0003.
- BioAlim: Aerospace alliance development and management in aerospace. Illustration of the process of partnership development and external innovation management. Published in French in "Les Achats Collaboratifs". Available in French and English (4 cases)
- CET: Launch of a new Purchasing Organization
- The Vicuna Sourcing Challenge: sourcing rare materials in luxury fashion
- Multiple short situational exercises focused on specific topics such as TCO or performance measurement.

Current Establishments

- Grenoble Graduate School of Management, (Grenoble, Paris, London campuses, and tailored corporate programs)
- EM Lyon, (Shanghai Campus)
- EDHEC Lille Campus
- Aix Marseille Université
- IAE, Grenoble,
- Kedge (Bordeaux Campus)
- Institut Supérieur de l'Aéronautique et de l'Espace, Toulouse,
- Verein / Association procure.ch
- CEPI Lille,
- ICHEC Bruxelles,
- ABCAL: Association Belge des Cadres d'Achat et de Logistique

Past Establishments

- ESCP Europe
- Université du Québec à Trois Rivières
- MDI Alger
- Institut Léonard de Vinci – Paris, France
- Université Catholique de Louvain, Belgium
- HEC, Paris, France
- Universidade Federal de Parana, Curitiba, Brazil

- Vlerick, Ghent/Leuven, Belgium
- McKinsey summer university

CORPORATE TRAINING & DEVELOPMENT

- ESCP Europe
- Université du Québec à Trois Rivières
- MDI Alger
- Institut Léonard de Vinci – Paris, France
- Université Catholique de Louvain, Belgium
- HEC, Paris, France
- Universidade Federal de Parana, Curitiba, Brazil
- Vlerick, Ghent/Leuven, Belgium
- McKinsey summer university

TUTORING OF PROFESSIONAL THESES (MASTER LEVEL)

- 2016: Comment mieux capter l'innovation en améliorant l'intégration des achats au sein des programmes de développement de produits innovants ? (GEM, Ms MTI)
- 2016: de l'innovation à l'industrialisation : gérer l'environnement et la relation fournisseur pour maximiser la création de valeur pour les parties (GEM, Ms Achats)
- 2016: How should Nike organize the implementation of RFID to improve its performance in retail (EM Lyon Ms Sport Industry Management)
- 2016: Can fast fashion be sustainable? Steps and perspectives fashion and fast fashion companies have to consider to implement sustainability and to focus on the triple bottom line (GEM Ms Fashion Design Luxury Management)
- 2015 : Innovation fournisseurs : approche méthodique pour une nouvelle performance achats (GEM Ms Achats)
- 2015 : Les conditions du succès de l'utilisation d'un bureau de sourcing interne pour augmenter les achats LCC de maintenance et d'investissements (Ms Achats)
- 2015: La professionnalisation et l'organisation des achats dans une PME multi-sites, une nécessité pour la croissance de l'entreprise et pour l'atteinte de ses objectifs (GEM Ms Achats).
- 2015 : Globalizing Supplier Quality Data Management: analysis of the change (IAE Grenoble MIM)
- 2015 : Optimizing dynamic costing tools for Alstom welded-structure commodities buyers (IAE Grenoble MIM)
- 2015 How to optimise supplier portfolio and develop strategic suppliers (IAE Grenoble MIM)
- 2014 La montée en maturité des Achats source de création de valeur. L'intégration de la fonction Achats plus en amont du processus d'innovation (GEM Ms Achats)
- 2014 Collaborer durablement pour faire face aux nouveaux enjeux. Étude théorique et mise en oeuvre de stratégie coopérative (Quels outils, quelle contractualisation, quelle gouvernance ? (GEM Ms Executif Management Technologique et Innovation)
- 2014 : Business Case Analysis of CHIP Training & Consulting Pvt. Ltd, (GEM Ms Management consulting)
- 2013: Repositioning towards a new centralized global indirect sourcing organization: how to address stakeholders and facilitate the transition? (GEM Ms Achats)

- 2013: Le pilotage de la performance et de la relation fournisseur vecteurs de changements structurels de l'entreprise. (GEM Ms Achats)
- 2013 : Comment les fabricants automobiles français peuvent-ils rester compétitifs: une analyse à la lumière des courants de pensée stratégique contemporains (GEM Grand Mémoire programme ESC)
- 2013 : Les vins du Nouveau Monde sont-ils une réelle menace pour les vins français ? (GEM Grand Mémoire programme ESC)
- 2013 : Du Marketing dans les services achats, un levier de compétitivité ? (GEM Grand Mémoire programme ESC)
- 2012: Le rôle de l'acheteur collaboratif dans la recherche de productivités par évolutions techniques, (GEM Ms Achats)
- 2012: Les Achats Stratégiques sur un marché peu mature, du contrat commercial à l'intégration verticale, (GEM Ms Achats)
- 2011: Vers une gestion plus objective du panel fournisseurs, (GEM Ms Achats)
- 2011: La fonction Achats : vectrice de création de valeur, (GEM Ms Achats)
- 2010: Les achats durables à Soitec : Une démarche positive ? (GEM Ms Achats)
- 2009: Purchased intellectual services management, (GEM Ms Achats)
- 2003: HP EMEA Indirect Procurement Strategic Business Support & Compliance (EM Lyon)

OTHER POINTS OF INTERESTS

- Belgian national
- Fluent in French (mother language) and English
- Past fellow of the Center of Excellence in Supply Chain Management at University of Louvain
- Novel in French "Les Dominos Monténégrins"
- Web developer for small businesses, mainly independent wine makers.