



Michel Philippart, DBA

Professor –Strategy Department
 Director of MSc Strategy, Consulting & Digital Transformation
 Specialties: Supply Management, Blockchain, IoT

Phone: + 33 (0)3 20 15 39 99

Fax : +33 (0)3 20 15 45 01

E-mail : michel.philippart@edhec.edu

Michel Philippart is Professor, Supply Strategies at EDHEC Business School and Director of the MSc Strategy Consulting and Digital Transformation. His main focuses are the management of Supplier relations within an extended enterprise, and the disruptive technologies in Operations such as AI, Blockchain, or IoT. His courses cover three dimensions: strategic perspective to develop and capture sustainable competitive advantages, technical skills for a superior understanding of tools, and organizational maturity to lead without hierarchical control and overcome resistance to change when implementing operation driven transformation.

Prof. Philippart worked as a consultant for the operations practices of Booz Allen and McKinsey & Co, in Europe and the USA. He held executive positions in Purchasing at PepsiCo's Frito-Lay International, Scotts Europe and was Head of Global Purchasing at GSK Biologicals, the vaccine division of GlaxoSmithKline.

EDUCATION

- 2011-2016 **Executive Doctorate in Business Administration, with the Highest Honors**
 Université Paris Dauphine, Paris, France
 Thesis on publications, grade of 18/20. "Managing suppliers as an intangible resource to contribute to the creation and sustainability of competitive advantages: a Resource Based Approach". Thesis director: Xavier Lecocq
- 1987-1989 **Master of Management, 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 **Metallurgical Engineering, with Distinction**
 University of Liège, Belgium

PROFESSIONAL EXPERIENCE

- 2017-today **Professor, Supply Strategies**
Director, MSc Strategy, Consulting & Digital Transformation
 EDHEC Business School, Lille Campus, France

- 2020-today **Member of the Scientific Committee**
Place Escange, the Think Tank of Intangible Risk Management
- 2008-2017 **Participating Professor**
Grenoble Ecole de Management Grenoble, France.
Member of the IRIMA (Institute for Research in Innovation for Purchasing Management)
- 2007-2017 **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.
Fellow of the Center of Excellence in Supply Chain Management at University of Louvain
- 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 Non-Production Purchasing in Europe.
- 1994-1997 **Director, Global Sourcing**
Frito-Lay International, Dallas, Texas
Developed the international purchasing structure, focusing on Asia and Latin America, then lead the 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

Reviewer

- Journal of Cleaner Production
- 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

- ICTO 2019 "The Impact of Artificial Intelligence on Business and Society": conference co-Chair; paper: "Implementing Digital Transformation: Leadership beyond the technology"
- 9th Conference on Artificial Intelligence in Security and Defense in Security and Defense, 2019, Beirut: Session chair and paper "Business Schools Need to Teach AI Leadership: Why and What?"
- Procure Conference "Vers les Achats 4.0 Quelles Compétences Développer Pour Etre Plus Performant" : Paper "Les Fournisseurs Comme Capital Immatériel : une Solution pour Aligner la Contribution des Achats à l'Innovation sur les Objectifs des Actionnaires"
- Engaged Management Scholarship Conference 2016, Paris: Paper "Which evolution to develop a key supplier strategy for sustainable competitive advantages?"
- Business Models Workshop, Grenoble Ecole de Management, Nov 2016: Poster: "Learning from Business Models for a better management of an extended enterprise",.
- 3rd Geopolitics Festival, 2011, Grenoble Ecole de Management, Presentation: "The new supplier risks: The contribution of Geopolitics",
- IX Seminário Internacional, Curitiba November 2006 Sucesso em projetos de supply chain: a força dos modelos colaborativos,

OTHER PUBLICATIONS

- Place Escage: "Comment intégrer les risques intangibles des longues chaînes d'approvisionnement (How to include the intangible risk in long supply chains)", a post Covid-19 Perspective
- Place Escage: "Capital et risque immatériels : les nouvelles dimensions de la valeur de l'entreprise (Intangible Assets and Risks : the new dimensions of corporate value"
- G9+, with Emmanuelle Weisberg, "Quelle place pour la technologie BLOCKCHAIN dans le secteur des paiements ? (What role for the blockchain technology in the payment systems"
- Forbes India, with Rania Labaki, Head of the Family Business Center at EDHEC, and Christian Haddad, "Family businesses-suppliers' relationships: Standing the test of time"
- Les Echos Solutions, with Rania Labaki, Head of the Family Business Center at EDHEC, and Christian Haddad, "Entreprises familiales et fournisseurs : valoriser une relation dans la durée"
- With Emmanuelle Deglaire, Nouvel élan de créativité fiscale en réponse au Big Bang numérique analyzing from the fiscal and operational point of views the purposed benefits of what the French press called the "Amazon Tax"
- Fournisseurs d'innovation : la juste mesure d'un Capital Immatériel an application of the 4S framework to change the perspective on suppliers and the approach to manage them 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 005
- Tribune on Strategic Supplier Management, "La Lettre des Achats", June 2003

PROFESSIONAL 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
- 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

Audience

- MBA and Executive MBA
- Specialized Master programs in Business
- BBA

Fields

- Supplier Management Support of the Firm's Strategic Agenda
- The Category Management Process: Tools and Techniques of Purchasing Professionals
- Operations for Entrepreneurship and Innovation
- Disruptive Digital Technologies in Supply Chains (Blockchain, IoT, AI)
- Measure of Suppliers and Supplier Management Performance
- Building Collaborative Relations with Innovation Suppliers
- Supplier Risk Management

Methodology

- Traditional lectures
- Case based lectures
- Role plays
- Blended and e-learning

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.

Past Teaching Experiences

- Grenoble Graduate School of Management, (Grenoble, Paris, London campuses, and tailored corporate programs)
- EM Lyon, (Shanghai 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
- 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

CORPORATE TRAINING & DEVELOPMENT

- Pedagogic Coordinator, course developer, and trainer, 4 years global training program for a tire manufacturer (Category and Purchasing Management, Contract Management, Total Cost of Ownership)- Trained teams in Europe, the USA and China
- Pedagogic Coordinator, course developer and trainer, 2 years program, in a large hospital center, coordinating 23 different modules
- Trainer Asian purchasing team, European aerospace company, in China.
- Assessment of supplier management capabilities of buyers for global corporations in Food, Luxury, Finances, and Services.
- Certified trainer for Grenoble EM on "Charte des Relations Inter-entreprises".
- European Defense Group, Trainer, and conference animator (France, UK)
- Mining Conglomerate, Trainer, and program developer (Africa)
- McKinsey summer university

OTHER POINTS OF INTERESTS

- Fluent in French (mother language) and English
- Web designer