



Procurement & Supply Chain Operations

## Strategic Procurement Master

## Course Introduction

---

This course aims to provide a comprehensive understanding of strategic procurement, focusing on key elements such as supplier management, strategic sourcing, negotiation, and contract management. It will also cover future trends, including digitalization and sustainable procurement. By the end of the course, participants will be equipped with the knowledge and skills to develop and implement an effective strategic procurement plan within their organization.

## Target Audience

---

- Procurement professionals aiming to enhance their strategic thinking and decision-making skills.
- Managers and executives involved in strategic planning and decision making related to procurement.
- Business students specializing in supply chain management or related fields.
- Consultants advising businesses on procurement strategies.
- Business owners seeking to improve their procurement practices for competitive

## Learning Objectives

---

- Understand the concept and importance of strategic procurement and align it with corporate strategy.
- Manage suppliers effectively, including selection, relationship building, performance improvement, and risk management.
- Apply strategic sourcing and category management principles in procurement.
- Negotiate effectively and manage contracts in procurement.

- Understand future trends in strategic procurement, including digitalization and sustainability, and prepare a strategic procurement plan.

## Course Outline

---

- **Day 01**

### **Understanding Strategic Procurement**

- Introduction to Strategic Procurement: Definition, importance, and evolution.
- The role of strategic procurement in an organization's success.
- Alignment of procurement strategy with corporate strategy.
- The strategic procurement process: From needs assessment to contract management.

- **Day 02**

### **Supplier Management and Relationship Building**

- Identification and selection of suppliers: Criteria and strategies.
- Building and managing supplier relationships: Communication, performance monitoring, and dispute resolution.
- Supplier development and performance improvement.
- Supplier risk management: Identification, assessment, and mitigation.

- **Day 03**

### **Strategic Sourcing and Category Management**

- Introduction to strategic sourcing: Definition, process, and benefits.
- Category management in procurement: Approach, benefits, and challenges.
- Cross-functional teams in strategic sourcing and category management.
- Role of market intelligence in strategic sourcing and category management.

- **Day 04**

Negotiation and Contract Management

- Negotiation strategies in procurement: Preparation, techniques, and closing.
- Developing and managing contracts: Types of contracts, key components, and legal considerations.
- Performance-based contracting: Objectives, implementation, and challenges.
- Conflict resolution in contract management: Techniques and best practices.

• Day 05

Future Trends in Strategic Procurement

- Impact of digitalization on strategic procurement: Automation, AI, and blockchain.
- Sustainable procurement: Strategies, benefits, and challenges.
- Skills for the future: Essential competencies for strategic procurement professionals.
- Developing a strategic procurement plan: Steps, considerations, and presentation.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	5950.00 \$	USA - Los Angeles
Sept. 29, 2025	Oct. 3, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai