



Procurement & Supply Chain Operations

Best Practices of the Strategic Procurement and Purchasing Process – Advanced Level

Course Introduction

In today's competitive business environment, procurement is no longer just a transactional function but a strategic driver of cost efficiency, risk management, and value creation. Organizations that excel in procurement gain a sustainable competitive advantage by optimizing supplier relationships, reducing total costs, and aligning purchasing strategies with broader business objectives.

This 5-day advanced training program is designed for procurement leaders, supply chain managers, and senior executives who aim to elevate their strategic procurement capabilities. The course goes beyond basic purchasing principles, focusing on advanced cost optimization techniques, performance measurement frameworks, and leadership in procurement transformation.

Through a blend of expert-led lectures, real-world case studies, interactive workshops, and role-playing exercises, participants will gain actionable insights into Total Cost of Ownership (TCO), procurement KPIs, supplier risk management, and cross-functional collaboration.

The training emphasizes practical application, ensuring attendees can immediately implement best practices in their organizations.

By the end of the program, participants will be equipped with the strategic mindset, analytical tools, and leadership skills needed to drive procurement excellence, reduce costs, and enhance supply chain resilience.

Target Audience

This advanced-level program is specifically designed for **mid-to-senior level professionals** who influence or oversee procurement strategy, supplier relationships, and cost optimization. Ideal participants include:

Learning Objectives

Understand Strategic Procurement Concepts:

- Differentiate between tactical and strategic procurement.
- Recognize the role of procurement in achieving competitive advantage and enterprise goals.

Master the End-to-End Procurement Process:

- Deep dive into the procurement lifecycle (needs identification, sourcing, contracting, ordering, payment).
- Identify gaps and inefficiencies and apply corrective strategies using best practices.

Apply Category Management and Strategic Sourcing:

- Develop and implement category management strategies.
- Conduct market analysis and supplier segmentation for strategic sourcing decisions.

Strengthen Supplier Relationship Management (SRM):

- Establish frameworks for supplier evaluation, performance monitoring, and collaborative partnerships.
- Apply techniques to drive innovation, sustainability, and long-term value from suppliers.

Implement Advanced Negotiation and Contract Management Techniques:

- Utilize advanced negotiation tactics for favorable procurement outcomes.
- Draft and manage strategic contracts, including performance clauses and risk mitigation terms.

Leverage Technology and Procurement Tools:

- Integrate digital procurement solutions (e-procurement, ERP, AI, and analytics).
- Understand how automation, data, and digital dashboards support strategic decision-making.

Evaluate and Control Procurement Risk and Compliance:

- Identify and mitigate operational, legal, financial, and geopolitical risks in procurement.
- Understand global compliance standards, ethical sourcing, and ESG considerations.

Drive Cost Reduction and Value Optimization:

- Apply total cost of ownership (TCO), lifecycle costing, and value analysis.
- Align procurement activities with enterprise-wide cost-saving goals.

Design and Monitor Procurement KPIs and Metrics:

- Develop strategic procurement performance indicators.
- Use procurement scorecards and dashboards for ongoing performance assessment.

Develop Strategic Procurement Leadership Capabilities:

- Lead procurement transformation and change initiatives.
- Foster cross-functional collaboration between procurement, finance, operations, and supply chain.

Course Outline

• DAY 01

Foundations of Strategic Procurement & Cost Optimization

Session 1: Introduction to Strategic Procurement

- Evolution from transactional to strategic procurement
- The role of procurement in organizational success
- Key challenges in modern procurement

Session 2: Total Cost of Ownership (TCO) & Lifecycle Costing

- Understanding TCO components (acquisition, operation, maintenance, disposal)
- Practical TCO calculation methods
- Case Study: Applying TCO in manufacturing procurement

Session 3: Should-Cost Modeling & Value Analysis

- Breaking down cost structures for negotiation
- Identifying hidden cost drivers
- Workshop: Developing a should-cost model

• Day 02

Procurement Performance Measurement & Analytics

Session 1: Key Procurement KPIs & Metrics

- Cost savings, supplier performance, cycle time reduction
- Leading vs. lagging indicators

Session 2: Procurement Scorecards & Dashboards

- Designing a balanced procurement scorecard
- Tools for real-time performance tracking (Power BI, Tableau)
- Workshop: Building a procurement dashboard

Session 3: Data-Driven Procurement Decision-Making

- Leveraging spend analytics for cost reduction
- Predictive analytics in supplier selection
- Case Study: How a Fortune 500 company optimized procurement with data

• Day 03

Procurement Leadership & Stakeholder Management

Session 1: Leading Procurement Transformation

- Change management in procurement
- Overcoming resistance to new processes

Session 2: Cross-Functional Collaboration

- Aligning procurement with finance, operations, and supply chain
- Role-Play: Resolving conflicts between departments

Session 3: Advanced Negotiation Strategies

- Psychological tactics in procurement negotiations
- Workshop: Simulating high-stakes supplier negotiations

• Day 04

Risk Management & Sustainable Procurement

Session 1: Supplier Risk Assessment

- Identifying financial, operational, and geopolitical risks
- Mitigation strategies (dual sourcing, contingency planning)

Session 2: Sustainable & Ethical Procurement

- ESG (Environmental, Social, Governance) considerations
- Case Study: Implementing green procurement in a multinational firm

Session 3: Crisis Procurement Strategies

- Lessons from supply chain disruptions (e.g., COVID-19, geopolitical conflicts)
- Workshop: Developing a risk-resilient procurement plan

• Day 05

Strategic Procurement Action Planning

Session 1: Future Trends in Procurement

- AI, blockchain, and digital procurement tools
- The impact of automation on procurement roles

Session 2: Developing a Personal Procurement Leadership Plan

- Setting short-term and long-term procurement goals
- Peer feedback session

Session 3: Final Simulation & Certification

- Capstone exercise: Strategic procurement decision-making

- Q&A, course wrap-up, and certificate distribution

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 12, 2025	May 16, 2025	5 days	4250.00 \$	UAE - Dubai
Sept. 7, 2025	Sept. 11, 2025	5 days	4250.00 \$	Qatar - El Doha
Dec. 1, 2025	Dec. 5, 2025	5 days	4250.00 \$	UAE - Abu Dhabi