



Procurement & Supply Chain Operations

# **Global Best Practices in Purchasing, Supply, Demand, And Inventory Management**

## Course Introduction

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In today's volatile and interconnected global economy, managing supply chains efficiently is more critical than ever. This advanced course is designed to provide professionals with an in-depth understanding of the latest global best practices in purchasing, supply management, demand planning, and inventory optimization.

Drawing on cutting-edge frameworks, digital innovations, and real-world case studies, the course empowers participants to improve procurement agility, enhance supplier collaboration, align demand and supply planning, and implement inventory strategies that drive cost efficiency and service excellence.

Whether navigating supply disruptions, integrating AI-based forecasting tools, or refining sourcing strategies, this course prepares participants to lead transformation across the entire value chain. Emphasis is placed on data-driven decision-making, sustainability, and risk mitigation aligned with global standards such as APICS, ISM, and CIPS.

## Target Audience

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- Senior Supply Chain Managers and Directors
- Procurement and Purchasing Leaders
- Demand and Supply Planning Professionals
- Logistics and Inventory Control Specialists
- Operations and Production Managers
- Supply Chain Analysts and Consultants
- Professionals pursuing CPIM, CSCP, CPSM, or similar certifications

# Learning Objectives

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- Apply global best practices in strategic sourcing, supplier evaluation, and contract management.
- Align supply and demand plans using integrated business planning (IBP) and S&OP frameworks.
- Utilize data analytics, AI, and machine learning in forecasting and demand sensing.
- Design inventory models that balance cost, service level, and supply variability.
- Improve procurement efficiency through automation and digital procurement platforms.
- Manage supply chain risks and disruptions through resilience-building strategies.
- Develop sustainable procurement and inventory practices aligned with ESG goals.
- Integrate cross-functional collaboration to drive end-to-end supply chain optimization.

# Course Outline

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- **DAY 01**

- **Strategic Procurement & Global Sourcing Best Practices**

- The evolving role of procurement in the global value chain
    - Strategic sourcing frameworks (Kraljic Matrix, TCO)
    - Supplier segmentation and global supplier evaluation
    - Procurement digitization and e-sourcing technologies
    - Contract lifecycle management and negotiation excellence
    - Supplier performance and development programs

- **Day 02**

- **Demand Planning and Forecasting Strategies**

- Introduction to demand planning and its business impact
    - Forecasting techniques: quantitative vs. qualitative
    - Demand sensing and real-time analytics

- Collaborative forecasting with customers and sales

AI/ML applications in demand forecasting

- **Day 03**

### **Supply Planning and Operations Alignment**

- Supply planning fundamentals and supply constraints
- Master production scheduling (MPS) and capacity planning
- Materials Requirements Planning (MRP) best practices
- Vendor Managed Inventory (VMI) and collaborative planning
- Integrated Business Planning (IBP) vs. S&OP
- Managing supply disruptions and variability

- **Day 04**

### **Advanced Inventory Optimization and Control**

- Inventory classification (ABC/XYZ, FSN, etc.)
- Replenishment models (EOQ, ROP, Min-Max, Just-in-Time)
- Inventory visibility and multi-echelon inventory optimization (MEIO)
- Inventory performance metrics: Inventory Turns, DSI
- Lean and agile inventory management practices
- Inventory accuracy and cycle counting methods

- **Day 05**

### **Risk, Sustainability, and Continuous Improvement**

- Supply chain risk identification and mitigation frameworks
- Business continuity and crisis response strategies
- Sustainable sourcing and green supply chain initiatives
- ESG compliance and ethical sourcing
- Continuous improvement (Kaizen, Six Sigma in supply chain)
- Final group exercise: Supply Chain Diagnostic and Action Plan

# Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 7, 2025	July 11, 2025	5 days	4250.00 \$	UAE - Dubai
Oct. 20, 2025	Oct. 24, 2025	5 days	4250.00 \$	UAE - Dubai