



Procurement & Supply Chain Operations

# **Foundation Certificate in Procurement and Supply Chain Supply chain Procurement Certificate (ASCM)**

## Course Introduction

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The Supply Chain Procurement Certificate by ASCM provides a well-rounded understanding of end-to-end procurement processes, from strategic sourcing to contract execution and supplier performance.

This training program prepares participants to confidently apply procurement best practices while fulfilling ASCM's certification requirements, which emphasize both tactical efficiency and strategic leadership in procurement

## Target Audience

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- Procurement Professionals
- Supply Chain and Operations Professionals
- Career Changers and Newcomers
- Managers and Leaders –

## Learning Objectives

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- Develop and align sourcing strategies with business objectives
- Evaluate, select, and manage suppliers using structured criteria
- Navigate the full purchase order lifecycle
- Improve supplier relationships through metrics, ethics, and sustainability
- Lead negotiations and manage supplier contracts effectively
- Apply ASCM-aligned procurement practices to real-world challenges
- Prepare for and pass the ASCM Procurement Certificate exam

# Course Outline

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- DAY 01

## **Introduction to Procurement and Strategic Role in Supply Chain**

- Procurement's role in supply chain performance
- Tactical vs. strategic procurement
- Value creation through sourcing
- ASCM procurement model overview
- Introduction to sourcing strategy framework

## **Developing a Strategic Sourcing Strategy**

- Components of sourcing strategy
- Aligning sourcing with corporate goals
- Cost vs. value approach in procurement
- Make vs. buy decisions
- Supplier segmentation and portfolio management (e.g., Kraljic Matrix)

- Day 02

## **Establishing Effective Procurement Policies**

- Elements of a procurement policy framework
- Standard operating procedures for sourcing
- Approval workflows and role-based procurement
- Ensuring compliance and risk mitigation
- Policy enforcement and audit trails

## **Supplier Selection and Evaluation**

- Creating supplier selection scorecards
- Weighted scoring, RFI/RFP processes
- Total Cost of Ownership (TCO) considerations
- Onboarding and due diligence process
- Supplier risk evaluation (financial, quality, ethical)

### **• Day 03**

## **Negotiation & Contract Management**

- Contract lifecycle stages
- Preparing for and leading supplier negotiations
- Structuring commercial terms, SLAs, KPIs
- Managing contract performance and penalties
- Legal compliance and dispute resolution

## **Purchase Order Lifecycle Management**

- PR to PO flow: initiating, approving, and issuing POs
- Order confirmation and delivery coordination
- Expediting and exception handling
- Invoice matching and close-out procedures
- Electronic P2P systems and automation tools

### **• Day 04**

## **Supplier Performance and Procurement Analytics**

- Metrics for tracking supplier performance (OTIF, quality, responsiveness)
- Spend analysis and procurement dashboards
- Root cause analysis for underperformance
- Scorecard review and supplier development plans
- Benchmarking procurement efficiency

## **Sustainable and Ethical Sourcing**

- Ethical sourcing principles (e.g., anti-bribery, fair labor)
- Environmental and social governance (ESG) compliance
- Sustainable procurement practices and green buying
- Supplier code of conduct and certifications
- Auditing and transparency measures

### **• Day 05**

## **Digital Transformation in Procurement**

- Digitizing procurement: AI, blockchain, e-auctions
- Procurement's role in risk management and business continuity
- Cross-functional collaboration (with finance, legal, operations)
- Category management and procurement innovation
- Preparing for the future of procurement

## **Exam Preparation and Mock Test**

- ASCM Procurement Certificate exam format and domains
- Time management and test-taking strategies
- Sample questions and scenario-based exercises
- Full-length mock exam.
- Final Q&A and personalized study plans

# Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 30, 2025	July 4, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
Aug. 18, 2025	Aug. 22, 2025	5 days	4250.00 \$	UAE - Dubai
Oct. 20, 2025	Oct. 24, 2025	5 days	4250.00 \$	UAE - Dubai