



Procurement & Supply Chain Operations

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Introduction

Purchasing is one of the most important functions for successful organizations. Selecting and applying the appropriate methodologies to ensure value for money, and high-quality delivery by suppliers requires collaboration across all functions and a strong contractual underpinning of the supplier relationship. This requires a complete understanding of the needs of the organizations, and the capabilities in the supply market.

Target Audience

- Engineering
- Construction
- Tenders
- Buying
- Procurement
- Finance
- Projects
- Public Sector
- Contracts
- Purchasing
- Commercial

Learning Objectives

- Be more effective in managing Purchasing
- Development of appropriate strategies for delivering value
- Use appropriate methodologies for managing suppliers
- Use of tendering, negotiation, and other techniques
- Enhance value obtained from suppliers

- How to measure and improve the performance of the Purchasing function
- Consider how the wider business environment affects procurement
- Consider the latest advances in Purchasing management

Course Outline

• Day 01

The Basis of Purchasing Management Principles of Good Procurement

- Requirements and Specifications
- Spend mapping
- Supply Segmentation
- Contracts
- Price, cost and value Principles of Good Management
- Strategy, vision
- Styles of management
- Objectives of Purchasing management
- Organisational structure

• Day 02

Sourcing and supplier management

- Appropriate sourcing techniques
- Tendering
- Open, Restricted, negotiated competitive dialogue.
- PQQ – pre-qualification questionnaires
- Tender evaluation
- Negotiation
- Electronic procurement
- E-auctions Assessing and allocating risk
- Identifying Risk
- Mitigating Risk
- Split supply arrangements
- Approved supplier lists and blacklists

• Day 03

Risks and opportunities in the supply market

- Supplier Management and Development
- Global sourcing
- Incoterms
- Supplier Evaluation
- Partnerships and alliances
- Force major clauses
- Supplier Development Local supplier development
- Corporate Social Responsibility
- Ethical and Environmentally responsible sourcing

• Day 04

Managing Suppliers

- Ensuring performance
- Getting back on track
- The total cost of ownership
- Managing Partnerships
- Appropriate opportunities for partnering and alliances
- Structure of partnerships
- Duration, and end of partnership arrangements
- Managing non-critical suppliers Managing Service Suppliers
- Service Level Agreements
- Supplier non-conformance, and corrective actions,

• Day 05

Measuring Performance, leading change in Procurements Measuring Performance

- Key Performance Measures
- Financial Measures

Leading Change

- Ensuring Cross-functional collaboration
- Procurement Marketing
- Promoting Purchasing to the organization
- Change Management
- Critical path analysis
- Stakeholder analysis
- Action planning
- Program highlights, and final observations

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 1, 2025	June 5, 2025	5 days	4250.00 \$	Morocco - Marakesh
July 21, 2025	July 25, 2025	5 days	5950.00 \$	switzerland - Geneva
Dec. 7, 2025	Dec. 11, 2025	5 days	4250.00 \$	Qatar - El Doha