



## Procurement & Supply Chain Operations



Internationally Certified Training Programs

# Advanced Procurement Management CPD

## Course Introduction

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This course aims to improve the skills of the Procurement Professional and Senior Buyers in organizations. Advanced negotiation and procurement techniques, business continuity and contingency planning for procurement are discussed and practiced in simulations. The course examines the strategic importance of procurement departments by using concepts and ideas to maximize the procurement department's effectiveness and thereby reducing costs throughout the supply chain.

The program is an opportunity to develop leadership skills that will assist in working better together, learning to handle conflict situations, implementing time management techniques, and understanding the need to have an attitude that is accepting of change. This program is designed to provide Purchasing Professionals with not only the best practices generally viewed as leading to World-Class performance in procurement activities, but also to provide practical tools and guidance.

## Target Audience

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- Procurement Managers & Senior Managers
- Procurement Professionals
- Purchasing Manager
- Senior Buyers
- Buyer

## Learning Objectives

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- Review critical supply strategies.

- Be provided the concepts of activity-based costing.
- Learn how to create rapport, build trust and establish credibility in a workgroup.
- Learn the skills required for good supplier relationships
- Be taught a category segmentation process.
- Learn how to plan in successful negotiations.
- Study different approaches in negotiations.
- Examine standards of ethics, compliance and corporate social responsibilities.
- Learn how to become a sustainability champion.
- Learn different sources of risk and how to mitigate those risks.
- Learn techniques for spend analysis and cost analytics.
- Increase recognition by the organization due to improved performance.
- Increase the skill sets in advanced phases of strategic procurement.
- Develop skills in procurement professionals which will raise capability, skill, and morale.

## Course Outline

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### • Day 01

#### **Introduction to Procurement and Supply Chain Management**

- Describe the changing world of purchasing and supply management.
- Explain Procurement increased role in this new world.
- Define Purchasing, Procurement , value chain, supply chain, and supply chain management.
- Explain supply chain management activities.
- Describe the pillars supporting supply management.
- List the steps in the historic evolution of Procurement /supply management.

#### **The Procurement Process**

- How to achieve world class efficiency and effectiveness through:
- Procurement objectives.

- Procurement responsibilities
- The procurement process and role of e-procurement.
- Improving the procurement process
- Describe the changing world of purchasing and supply management.

## **Negotiation – The starting point of Improvement**

- Discuss various aspects of the purchase negotiation process.
- Follow a systematic approach to purchase negotiation.
- Discuss the importance of Preparation and Planning into good & effective negotiation.
- Discuss Negotiation Planning, Power, Concessions, Tactics, and Win-Win Negotiation.

### **• Day 02**

## **Tendering and competitive bidding**

- What is competitive bidding
- Competitive bidding vs direct negotiation.
- How to make competitive bidding effective
- Guidelines for Competitive Bidding
- International Negotiation
- Terms of Purchase Documentation

## **International Negotiation**

- The Influence of Culture on International Negotiation
- The International Negotiation Process
- Managing International Negotiations
- Decision Making

## **Procurement Integration for Competitive Advantage**

- Determine the essential elements of integration.
- Explain what groups should integrate Internally and Externally
- How cross-functional teams can improve internal integration.
- How closer buyer-seller relationships improve external integration.
- Describe Purchasing's part in new product development and order fulfillment.

## • Day 03

### **Commodity Strategy Development**

- Explain how Procurement is a major contributor to a firm's competitive advantage.
- Describe how Procurement executives can contribute to the strategic plan at a companywide level.
- Explain how Procurement goals drive both strategic purchasing processes and commodity strategies.
- Describe the step-by-step process to translate corporate strategy objectives into commodity strategies.
- Describe a typical strategic planning process.

### **Spend Analytics**

- Understand what is the spend analysis and the importance of spend mapping.
- Spend Matrix and spend classification.
- Sources of spend collection and segmentation ( direct / Indirect )
- Spend analysis KPIs and objectives.
- Understand reasons of spend analysis failure.

### **Cost analysis techniques**

- Understand Cost based pricing model.
- Understand Methods of price Analysis.
- Overview on cost classification.
- Cost Behavior patterns.

- Strategic cost Management.

## **Should Cost Modelling**

- Understand what is should cost analysis
- Know the importance of Should-cost modelling
- Learn the steps of Should-cost analysis
- Case study on should-cost analysis
- What are challenges in performing should-cost analysis
- Digital tools for should cost analysis

### **• Day 04**

## **Strategic decisions: Insourcing / Outsourcing**

- Describe the insourcing/outsourcing decision
- Provide a process for implementing the insourcing/outsourcing decision
- Understand the challenges of insourcing/outsourcing decisions.
- Case study: Equipment leasing vs. purchasing

## **Corporate Governance**

- Importance of Corporate Governance.
- Regulations and Corporate Social Responsibility (CSR).
- Sustainability in Relation to Economic Performance and Value Creation
- Code of Conduct

## **Introduction to Compliance**

- Definition of compliance
- Importance of compliance
- Practical examples of compliance
- Risks of compliance

## **Risk Management**

- Understand types of Business Risk.
- Currency Risk Management and Hedging.
- Steps of Risk Management Process.
- Supplier capability classification and segmentation.
- Vendor Risk Management.
- Common considerations in a vendor risk assessment
- Case Study: assessment of financial ratios for a new supplier

### **• Day 05**

## **Sustainable Procurement**

- The UN Sustainable Development Goals
- What is the impact of Corporate sustainability objectives on Procurement activities?
- What is Sustainable Procurement?
- Sustainable Procurement Strategy
- Case study: Schneider Electric SDGs

## **Internet Of Things**

- Industry evolution with technology
- What IOT mean for business
- Understand how artificial intelligence works and how it can be implemented in Procurement
- Understanding Procurement Automation
- Procurement technology transformation process
- Case study: Comparison between Coupa and Ariba tools

## **Procurement Champions**



- Evolution of Skills for Procurement Professionals
- Procurement changing objectives over time.
- Typical Procurement challenges.
- Skill gap vs Corporate's need
- Value of digital transformation knowledge.

## Confirmed Sessions

| FROM          | TO             | DURATION | FEES       | LOCATION        |
|---------------|----------------|----------|------------|-----------------|
| April 6, 2025 | April 10, 2025 | 5 days   | 4250.00 \$ | KSA - Riyadh    |
| July 7, 2025  | July 11, 2025  | 5 days   | 4250.00 \$ | UAE - Dubai     |
| Oct. 13, 2025 | Oct. 17, 2025  | 5 days   | 4250.00 \$ | UAE - Abu Dhabi |