

The Successful Buyer: Mastering Strategic Procurement

Supply Chain & Logistics
Manama (Bahrain)
10 - 14 Aug 2025

UK Traininig

PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, creating a sense of depth and focus on the king piece.

The Successful Buyer: Mastering Strategic Procurement

Ref: 321541_127158 **Date:** 10 - 14 Aug 2025 **Location:** Manama (Bahrain) **Fees:** 3700 Euro

Course Description

This intensive 5-day course is designed to equip new and aspiring buyers with the essential skills and knowledge needed to excel in procurement. Participants will learn strategic purchasing techniques, negotiation tactics, supplier management, and ethical practices. Through a combination of theoretical concepts and practical exercises, attendees will gain the confidence and expertise to become successful buyers in today's competitive business environment.

Learning Objectives

- Understand the fundamental principles of strategic procurement and its impact on organizational success
- Develop effective negotiation skills to secure favorable terms and pricing
- Learn best practices for supplier selection, evaluation, and relationship management
- Master the art of contract management and risk mitigation in procurement
- Gain insights into ethical considerations and compliance in purchasing
- Acquire practical tools and techniques for cost analysis and value creation

Course Modules

Day 1: Foundations of Strategic Procurement

- Introduction to modern purchasing concepts
- The role of procurement in organizational success
- Understanding the procurement cycle
- Key performance indicators for buyers
- Ethical considerations in purchasing

Day 2: Supplier Management and Selection

- Supplier evaluation and selection criteria
- Building and maintaining supplier relationships
- Supplier performance management
- Risk assessment and mitigation strategies
- Sustainable and responsible sourcing

Day 3: Negotiation Strategies and Techniques

- Principles of effective negotiation

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

- Preparation and planning for negotiations
- Negotiation tactics and counter-tactics
- Managing difficult negotiations
- Post-negotiation analysis and learning

Day 4: Contract Management and Legal Aspects

- Key elements of procurement contracts
- Contract terms and conditions
- Managing contract performance and disputes
- Legal and regulatory compliance in procurement
- Intellectual property and confidentiality considerations

Day 5: Cost Analysis and Value Creation

- Total cost of ownership analysis
- Value engineering and value analysis techniques
- Cost reduction strategies
- Leveraging technology in procurement
- Measuring and reporting procurement performance

Practical Wins for Participants

- Develop a strategic sourcing plan for a real-world scenario
- Create a supplier scorecard and performance evaluation system
- Conduct a mock negotiation session with feedback
- Perform a cost analysis and identify potential savings opportunities

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Training
PARTNER

Blackbird Training Category



Human Resource



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335