

Professional Procurement Management Skills Training Course

Supply Chain & Logistics
Istanbul (Turkey)
10 - 14 Aug 2025

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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, suggesting a target or focus. The overall image conveys a sense of strategy and partnership.

Professional Procurement Management Skills Training Course

Ref: 3168_130083 **Date:** 10 - 14 Aug 2025 **Location:** Istanbul (Turkey) **Fees:** 3900 **Euro**

Course Description

This intensive 5-day course is designed to equip procurement professionals with advanced skills and strategies to excel in today's complex business environment. Participants will gain in-depth knowledge of strategic sourcing, negotiation tactics, risk management, and supplier relationship optimization. Through practical exercises and case studies, attendees will learn to drive organizational value and efficiency in procurement processes.

Learning Objectives

- Develop and implement strategic sourcing methodologies
- Master advanced negotiation techniques for optimal outcomes
- Implement effective risk management strategies in procurement
- Optimize supplier relationships for long-term value creation
- Enhance decision-making skills using data-driven procurement analytics

Course Modules

Day 1: Strategic Sourcing and Category Management

- Principles of strategic sourcing
- Category management fundamentals
- Spend analysis and opportunity assessment
- Developing category strategies

Day 2: Advanced Negotiation Techniques

- Negotiation preparation and planning
- Advanced negotiation tactics and strategies
- Managing complex negotiations
- Post-negotiation implementation and follow-up

Day 3: Risk Management in Procurement

- Identifying and assessing procurement risks
- Developing risk mitigation strategies
- Supplier risk management
- Compliance and ethical considerations

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.

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Day 4: Supplier Relationship Management

- Strategic supplier relationship management
- Supplier performance evaluation and improvement
- Collaborative supplier innovation
- Managing global supplier networks

Day 5: Procurement Analytics and Technology

- Leveraging data for procurement decision-making
- Key performance indicators for procurement
- E-procurement systems and digital transformation
- Emerging technologies in procurement

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category
- Create a comprehensive risk management framework
- Design a supplier relationship optimization strategy
- Implement a data-driven procurement analytics dashboard

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

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