

# Strategic Purchasing & Supply Management Mastery Course

Supply Chain & Logistics  
Dubai (UAE)  
27 - 31 Jul 2025

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## Strategic Purchasing & Supply Management Mastery Course

**Ref:** 321508\_131136 **Date:** 27 - 31 Jul 2025 **Location:** Dubai (UAE) **Fees:** 3900 **Euro**

### Course Description

This comprehensive 5-day course equips procurement professionals with advanced strategies for optimizing purchasing and supply management. Participants will learn to align procurement with organizational goals, analyze costs effectively, and develop strong supplier relationships. The course covers key aspects of strategic sourcing, value chain analysis, and global procurement practices.

### Learning Objectives

- Develop and implement effective procurement strategies aligned with organizational goals
- Master cost and price analysis techniques for informed decision-making
- Optimize supplier relationships and performance management
- Enhance value chain analysis and global sourcing capabilities
- Apply strategic purchasing principles to drive organizational value and competitive advantage

### Course Modules

#### Day 1: Strategic Procurement Foundations

- Introduction to strategic purchasing and its organizational impact
- Aligning procurement with business objectives
- Spend analysis and opportunity assessment
- Developing a strategic sourcing roadmap

#### Day 2: Cost and Price Analysis

- Understanding supplier pricing models
- Cost breakdown analysis techniques
- Total Cost of Ownership TCO concepts
- Negotiation strategies based on cost insights

#### Day 3: Supplier Relationship Management

- Supplier evaluation and selection criteria
- Performance measurement and scorecards
- Supplier development and continuous improvement
- Managing strategic partnerships

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: Value Chain Optimization**

- Mapping and analyzing the value chain
- Identifying value-adding activities
- Lean procurement principles
- Risk management in the supply chain

#### **Day 5: Global Sourcing and Future Trends**

- International procurement strategies
- Managing global supplier networks
- Sustainable and ethical sourcing practices
- Digital transformation in procurement

#### **Practical Wins for Participants**

- Develop a strategic sourcing plan for a key category in your organization
- Create a supplier scorecard system to enhance performance management
- Conduct a value chain analysis to identify cost-saving opportunities
- Design a global sourcing strategy for a specific product or service

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