

Professional Procurement Management Skills Training Course

Supply Chain & Logistics
Sharm El-Sheikh (Egypt)
12 - 16 Oct 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.

Professional Procurement Management Skills Training Course

Ref: 3168_134101 **Date:** 12 - 16 Oct 2025 **Location:** Sharm El-Sheikh (Egypt) **Fees:** 3700 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.

UK Training
PARTNER

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

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



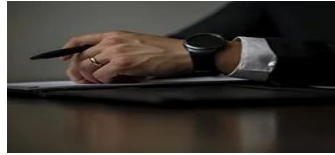
Finance, Accounting, Budgeting



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