

# Modern Procurement, Negotiation & Contract Management for 2030

International Seminar  
Sharm El-Sheikh (Egypt)  
12 - 16 Jan 2025

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## **Modern Procurement, Negotiation & Contract Management for 2030**

**Ref:** 32134\_139079 **Date:** 12 - 16 Jan 2025 **Location:** Sharm El-Sheikh (Egypt) **Fees:** 3700 Euro

### **Introduction**

This conference aims to teach how to establish an e-procurement system within an organization that needs to purchase and sell through the Internet. The various stages of implementation of the process are discussed in some depth. Furthermore, this training conference covers the skills required to lead a procurement team to world-class performance. It focuses on the common “gaps” in a performance that must be filled in order for Purchasing Management to provide the continuous improvements needed for organizations to meet their strategic objectives. We establish how to provide and measure procurement contributions to the organization so that this critical function in the company can be assessed.

### **Conference Objectives - Procurement, Negotiation, Contract Management**

- Learn the principles of e-procurement
- Understand the requirements needed to develop an e-procurement system
- Understand how to implement an e-procurement system
- Learn how to manage an e-procurement system
- Develop strategic purchasing plans
- See how to apply past supplier performance for better selection

### **Conference Agenda - Procurement, Negotiation, Contract Management**

#### **Day 1**

#### **The Development of e-Procurement**

- Developing the Steps for an e-Procurement System
- What can an e-Procurement do for the Organisation
- Components of an e-Procurement System Components
- Internal Customer Ordering and Approvals System through e-Procurement
- Developing an E-quotation Preparations and Evaluation System
- Evaluating an E-quotation System

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## E-Procurement Models and Negotiation

- E-procurement in the Organisation
- Negotiating techniques to Avoiding Confrontational Negotiating
- New Techniques in Influencing
- Understanding the Power in Negotiating
- Negotiating Pressure points and Countermeasures
- Negotiation Exercises

## Day 2

### Organizational Improvement through e-Procurement

- Integrating e-Procurement Systems into the Organisation
- Integration Issues
- e-Procurement and Contract Law
- Contracts and Electronic Signatures
- Contract Formation and e-trading
- Making Changes in the Organization

## Day 3

### Steps to Becoming World Class

- What World-Class Procurement Departments do differently
- Category Management & Strategic Sourcing
- The Kraljic Matrix
- Winning Procurement Competencies
- Build a Solid Business Case

### Continuous Improvement Roadmap

- Key Enablers of Procurement
- Agile Procurement
- Supplier Pricing and Managing Price
- Cost Reduction Strategies
- Digitalization

## Day 4

### Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Managing Procurement Risks
- Contract Management

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## Day 5

### Improving the Image of Procurement

- Global Sourcing
- Market Intelligence
- Stakeholder Management
- Ethics & Corporate Social Responsibility
- Keeping Current in the profession

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+44 7480 775526 / +44 7401 177335