

The Complete Course on Purchasing Management Excellence

Supply Chain & Logistics
Geneva (Switzerland)
22 - 26 Sep 2025

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The Complete Course on Purchasing Management Excellence

Ref: 321611_141854 **Date:** 22 - 26 Sep 2025 **Location:** Geneva (Switzerland) **Fees:** 4700 Euro

Course Description

This comprehensive 5-day course equips professionals with advanced skills in strategic purchasing management. Participants will learn to optimize procurement processes, develop effective supplier relationships, and drive organizational value through strategic sourcing practices. The course covers key aspects of modern purchasing, from spend analysis to e-procurement and performance measurement.

Learning Objectives

- Develop and implement strategic purchasing plans aligned with organizational goals
- Master techniques for effective supplier selection, evaluation, and relationship management
- Apply advanced cost reduction and value analysis methodologies
- Implement best practices in e-procurement and digital purchasing technologies
- Enhance negotiation skills for better contract terms and supplier agreements
- Develop key performance indicators KPIs to measure and improve purchasing effectiveness

Course Modules

Day 1: Foundations of Strategic Purchasing

- Evolution of purchasing management
- Strategic sourcing principles
- Spend analysis and category management
- Aligning purchasing with organizational strategy

Day 2: Supplier Relationship Management

- Supplier selection and evaluation methodologies
- Developing strategic supplier partnerships
- Supplier performance measurement
- Risk management in the supply chain

Day 3: Cost Management and Value Analysis

- Total cost of ownership TCO analysis
- Value engineering and value analysis techniques
- Cost reduction strategies
- Negotiation tactics for cost optimization

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training' is in a small, black sans-serif font, and 'PARTNER' is in a large, bold, black sans-serif font below it.

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Day 4: E-Procurement and Digital Transformation

- E-procurement systems and processes
- Leveraging data analytics in purchasing
- Blockchain and its impact on procurement
- Emerging technologies in supply chain management

Day 5: Performance Measurement and Continuous Improvement

- Developing effective KPIs for purchasing
- Benchmarking purchasing performance
- Continuous improvement methodologies
- Change management in procurement transformation

Practical Wins for Participants

- Create a strategic sourcing plan for a key category in your organization
- Develop a supplier scorecard and performance improvement program
- Design a cost reduction initiative using advanced value analysis techniques
- Formulate a digital transformation roadmap for your procurement function

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

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