

# **The Complete Course on Purchasing Management Excellence**

Supply Chain & Logistics  
Kigali (Rwanda)  
14 - 18 Jul 2025

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## The Complete Course on Purchasing Management Excellence

**Ref:** 321611\_141873 **Date:** 14 - 18 Jul 2025 **Location:** Kigali (Rwanda) **Fees:** 3300 **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 PARTNER' is overlaid on the board.

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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 behind it. In the background, there are concentric circles emanating from a point on the board.

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