Future-Proof Procurement: Negotiation & Contract Skills 2030

26 – 30 April 2027
Milan (Italy)



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Why This Course

By 2030, procurement will look radically different. Automation, AI, blockchain, and sustainability mandates are reshaping how organizations source, negotiate, and manage supplier ecosystems. Procurement professionals who can harness these technologies—and anticipate global disruptions—will lead their organizations into the next era of competitive advantage.

The Procurement 2030 Executive Program is an intensive 1-week course designed to equip procurement leaders with the digital capabilities, negotiation intelligence, and innovative contract management skills required in tomorrow's business environment. Through hands-on exercises, scenario-based workshops, and exposure to next-generation tools, participants will gain the confidence to drive transformation, foster innovation, and build resilient procurement functions.

What You'll Learn and Practice

By the end of this program, participants will be able to:

- Deploy advanced digital procurement tools and data-driven strategies
- Apply AI-enhanced negotiation techniques for complex global supplier relationships
- Implement innovative, technology-enabled contract management models
- Anticipate future trends shaping procurement's operating environment
- Drive sustainability, resilience, and value creation through procurement

The Program Flow

Day 1 - The Future of Procurement

- Procurement's digital transformation roadmap
- AI, blockchain, IoT and their procurement applications
- Leveraging big data and predictive analytics for decision-making
- Sustainability, ESG, and ethical procurement for 2030 and beyond
- Workshop: Designing your procurement digital maturity assessment



Day 2 - Advanced Negotiation Strategies

- AI-powered negotiation tools and automated negotiation bots
- Behavioral economics and cognitive biases in supplier negotiations
- Cross-cultural negotiation in global supply chains
- Collaborative negotiation models for long-term value creation
- Simulation: AI-assisted negotiation scenario

Day 3 - Innovative Contract Management

- Smart contracts and blockchain-based contract execution
- Risk identification and mitigation in digital contracting
- Performance-based and outcome-driven contracting models
- Agile contract management approaches for rapid-changing environments
- Exercise: Building a prototype smart contract template

Day 4 - Strategic Supplier Relationship Management

- Advanced supplier segmentation using data analytics
- Co-innovation and open innovation with strategic suppliers
- Managing complex global supply chain ecosystems
- Using big data for supplier monitoring, forecasting, and risk insights
- Case Study: Digital SRM model implementation

Day 5 - Future-Proofing the Procurement Function

- Building resilient, agile procurement teams and structures
- Talent transformation: new skills and roles for Procurement 2030
- Integrating ESG and responsible sourcing into strategic procurement
- Measuring, communicating, and elevating procurement's value to the business
- Capstone: Designing a future-ready procurement transformation plan

Practical Wins for Participants

Participants will leave with:

- A digital procurement transformation roadmap for their organization
- An AI-enhanced negotiation playbook for complex supplier interactions
- A smart contract prototype aligned with emerging technologies
- A future-proof procurement strategy focused on resilience and innovation

