Strategic Procurement Planning: Mastering Best Practices

18 – 22 January 2027
Rome (Italy)



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Why This Course

In today's competitive business environment, procurement is no longer just a transactional function—it's a strategic driver of organizational value. Companies that master strategic sourcing, supplier management, and risk mitigation can reduce costs, improve efficiency, and strengthen their market position.

This intensive 1-week program equips procurement professionals with advanced tools and techniques to develop and implement strategic procurement plans. Through a mix of theory, practical exercises, and real-world case studies, participants will gain the confidence and skills to optimize procurement processes and deliver measurable results.

What You'll Learn and Practice

By attending this course, you will:

- Develop a strategic procurement plan aligned with organizational objectives.
- Apply advanced spend analysis and category management techniques.
- Implement effective supplier relationship management strategies.
- Integrate risk management into procurement planning and execution.
- Utilize key performance indicators KPIs and data analytics to measure and enhance procurement effectiveness.
- Gain hands-on experience through case studies, simulations, and practical exercises.

The Program Flow

Day 1: Foundations of Strategic Procurement

- Introduction to strategic procurement planning and objectives
- Aligning procurement strategies with organizational goals
- Optimizing procurement processes and workflows
- Stakeholder management and collaboration in procurement

Day 2: Spend Analysis and Category Management

- Advanced spend analysis techniques and tools
- Developing and implementing category management strategies
- Demand forecasting and planning for procurement efficiency
- Identifying cost reduction and value creation opportunities



Day 3: Supplier Relationship Management

- Supplier segmentation, evaluation, and prioritization
- Building strategic supplier partnerships
- Monitoring and improving supplier performance
- Negotiation strategies to optimize supplier value

Day 4: Risk Management in Procurement

- Identifying, assessing, and prioritizing procurement risks
- Developing and implementing risk mitigation strategies
- Enhancing supply chain resilience and continuity
- Ethical considerations and responsible procurement practices

Day 5: Performance Measurement and Continuous Improvement

- Key performance indicators KPIs and benchmarking
- Implementing a procurement balanced scorecard
- Leveraging data analytics for continuous procurement optimization
- Applying continuous improvement methodologies in procurement operations

Individual Impact

- Ability to develop and implement a strategic procurement plan tailored to your organization.
- Improved skills in supplier management, negotiation, and risk mitigation.
- Enhanced capacity to measure procurement performance and drive continuous improvement.
- Practical tools for optimizing procurement processes and delivering organizational value.

Organizational Impact

- Streamlined procurement processes and reduced operational costs.
- Strengthened supplier relationships and improved supplier performance.
- Better risk management and increased supply chain resilience.
- Data-driven decision-making and enhanced procurement effectiveness.

Training Methodology

- Interactive workshops and real-world case studies.
- Hands-on exercises in spend analysis, supplier evaluation, and risk assessment.
- Group discussions to share best practices and insights.
- Practical templates and tools for immediate workplace application.



Beyond the Course

Participants will leave ready to:

- Implement a strategic procurement plan that drives measurable results.
- Optimize supplier relationships and improve performance management.
- Apply risk mitigation strategies to ensure supply chain resilience.
- Measure and continuously enhance procurement effectiveness using KPIs and analytics.

