Mastering Procurement Management: Essential Skills Course

18 – 22 October 2027
Rome (Italy)



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Why This Course

Effective procurement is a critical driver of organizational value, efficiency, and competitiveness. This intensive 1-week program equips procurement professionals with the skills and tools needed to manage sourcing, negotiations, supplier relationships, and risk effectively. Through interactive exercises and real-world case studies, participants will gain practical expertise to optimize procurement operations and deliver measurable results.

What You'll Learn and Practice

By attending this program, you will be able to:

- Develop and implement effective procurement strategies aligned with organizational goals.
- Master negotiation techniques to secure optimal supplier agreements.
- Identify, assess, and mitigate procurement-related risks.
- Enhance supplier relationship management and performance monitoring.
- Apply ethical principles and best practices in procurement.
- Leverage technology and data analytics to streamline procurement processes.

The Program Flow

Day 1: Foundations of Procurement Management

- Introduction to procurement management principles
- The procurement cycle and key processes
- Stakeholder management in procurement
- Legal and ethical considerations

Day 2: Strategic Sourcing and Category Management

- Principles of strategic sourcing
- Fundamentals of category management
- Spend analysis and opportunity assessment
- Developing sourcing strategies



Day 3: Negotiation Skills for Procurement Professionals

- Preparation and planning for negotiations
- Effective negotiation techniques
- Managing complex negotiation scenarios
- Post-negotiation implementation and follow-up

Day 4: Risk Management in Procurement

- Identifying and assessing procurement risks
- Developing risk mitigation strategies
- Supplier risk management
- Contract risk management

Day 5: Supplier Relationship Management and Technology

- Supplier performance management and evaluation
- Building strategic supplier partnerships
- E-procurement tools and digital transformation
- Leveraging data analytics for procurement insights

Individual Impact

Participants will leave the course with:

- A strategic sourcing plan for key categories.
- A procurement risk management framework tailored to their operations.
- Tools to monitor and enhance supplier performance effectively.
- Skills to execute successful negotiations in complex procurement scenarios.

Organizational Impact

Organizations will benefit from:

- Optimized procurement processes that deliver cost savings and efficiency.
- Stronger supplier relationships and performance outcomes.
- Reduced risk exposure across the supply chain.
- Enhanced decision-making through data-driven procurement insights.



Training Methodology

- Interactive workshops and real-world case studies
- Hands-on exercises in strategic sourcing, negotiation, and risk management
- Collaborative problem-solving and group discussions
- Action planning for implementing procurement best practices effectively

Beyond the Course

By the end of the one week, participants will be fully prepared to:

- Drive procurement strategies that add measurable organizational value.
- Negotiate complex supplier agreements with confidence and impact.
- Apply risk management and ethical practices across procurement operations.
- Use technology and analytics to optimize procurement performance and reporting.

