General Management of Procurement & Budget Analysis Course

18 – 22 October 2027
Rome (Italy)



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Why This Course

Effective procurement is a critical driver of organizational efficiency, cost optimization, and supplier performance. In today's dynamic business environment, procurement professionals must go beyond transactional processes to adopt strategic approaches, manage budgets effectively, and mitigate risks across the supply chain. This intensive 1-week program equips participants with advanced skills in procurement management, budget analysis, supplier relations, and digital procurement tools, ensuring they can deliver measurable value to their organizations.

What You'll Learn and Practice

By participating in this course, you will:

- Develop strategic procurement approaches to optimize organizational spending.
- Master budget analysis techniques for informed financial decision-making.
- Strengthen negotiation skills to secure favorable terms with suppliers.
- Align procurement activities with broader business objectives.
- Implement risk management strategies in procurement and supply chain operations.
- Apply best practices in supplier relationship management and performance evaluation.
- Leverage digital tools and emerging technologies to enhance procurement processes.

Program Flow

Day 1: Foundations of Strategic Procurement

- Modern procurement practices and trends
- Aligning procurement strategy with organizational goals
- Procurement performance metrics and KPIs
- Stakeholder management and engagement in procurement

Day 2: Advanced Budget Analysis Techniques

- Understanding financial statements relevant to procurement
- Cost-benefit analysis in procurement decisions
- Total cost of ownership TCO calculations
- Budget forecasting and scenario planning



Day 3: Negotiation Strategies and Supplier Management

- Advanced negotiation techniques for procurement professionals
- Best practices in supplier relationship management
- Evaluating supplier performance and implementing improvement plans
- Collaborative approaches to value creation with suppliers

Day 4: Risk Management and Compliance

- Identifying and mitigating procurement and supply chain risks
- Compliance and ethical considerations in procurement
- Contract management and legal frameworks
- Sustainable and responsible procurement practices

Day 5: Digital Transformation and Innovation in Procurement

- E-procurement systems and digital tools for efficiency
- Using data analytics to gain procurement insights
- Emerging technologies, including AI and blockchain, in procurement
- Change management strategies for successful procurement transformation

Training Methodology

This program blends theoretical knowledge with practical exercises to ensure actionable learning:

- Case studies on strategic procurement and supplier management
- Hands-on exercises in budget analysis, cost modeling, and contract evaluation
- Interactive simulations of negotiation and risk mitigation scenarios
- Group discussions on digital tools, innovation, and procurement transformation strategies

Beyond the Course

Participants will leave the program able to:

- Develop a strategic procurement plan aligned with organizational objectives.
- Create a comprehensive supplier evaluation and management framework.
- Design a risk assessment and mitigation strategy for procurement operations.
- Implement data-driven decision-making approaches for optimized procurement outcomes.
- Leverage digital tools and emerging technologies to enhance procurement efficiency and innovation.

