Purchasing Techniques, Negotiating & Cost Reduction Course

22 – 26 February 2027
Prague (Czech)



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Why This Course

Procurement today plays a strategic role in driving cost efficiency, managing supplier relationships, and creating long-term value. Moving beyond transactional purchasing, organizations now expect procurement professionals to contribute directly to performance, savings, and competitive advantage.

This intensive 1-week program is designed to equip professionals with advanced procurement strategies. It focuses on practical tools for cost optimization, effective negotiation, and strategic sourcing—helping participants deliver measurable results and strengthen procurement performance.

What You'll Learn and Practice

By joining this program, you will:

- Apply advanced purchasing strategies to improve procurement outcomes.
- Strengthen negotiation skills to secure better supplier agreements.
- Implement cost reduction and cost avoidance initiatives.
- Analyze spend data and supplier pricing structures.
- Develop and execute strategic procurement plans.

The Program Flow

Day 1: Foundations of Strategic Procurement

- Understanding the evolving role of procurement.
- Applying total cost approaches to purchasing decisions.
- Analyzing spend data to identify opportunities.
- Developing structured procurement strategies.

Day 2: Advanced Purchasing Techniques

- Evaluating and selecting suppliers effectively.
- Managing risks within procurement processes.
- Leveraging digital tools to improve efficiency.
- Applying sustainable and ethical sourcing practices.



Day 3: Negotiation Strategies and Skills

- Preparing for negotiations with clear objectives.
- Applying practical negotiation techniques and tactics.
- Managing different negotiation dynamics.
- Adapting approaches for diverse business environments.

Day 4: Cost Reduction and Value Creation

- Identifying opportunities for cost savings and value improvement.
- Applying value-focused approaches to procurement decisions.
- Strengthening supplier relationships to optimize costs.
- Using benchmarking and performance indicators.

Day 5: Implementation and Continuous Improvement

- Managing change within procurement functions.
- Engaging stakeholders and improving collaboration.
- Measuring procurement performance and outcomes.
- Applying continuous improvement practices.

Individual Impact

- Strengthen your strategic thinking in procurement.
- Improve your negotiation and supplier management skills.
- Build confidence in driving cost-saving initiatives.
- Enhance your ability to deliver measurable value.

Organizational Impact

- Reduce procurement costs and improve efficiency.
- Strengthen supplier relationships and performance.
- Enhance transparency and control in purchasing processes.
- Support long-term value creation and business performance.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement scenarios and case studies.
- Interactive workshops and negotiation exercises.
- Spend analysis and cost optimization activities.
- Tools and templates for immediate implementation.



Beyond the Course

By the end of this program, participants will be equipped with the tools and strategies needed to enhance procurement performance.

They will return ready to:

- Develop and implement strategic procurement plans.
- Negotiate effectively with suppliers.
- Drive cost reduction and value creation initiatives.
- Measure and continuously improve procurement outcomes.

This course enables professionals to elevate procurement into a strategic function—delivering efficiency, savings, and sustainable business value.

