Strategic Purchasing and Supply Management Masterclass

22 – 26 February 2027
Rome (Italy)

UK Trainig
PARTNER



Strategic Purchasing and Supply Management Masterclass

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Why This Course

Procurement has become a key driver of organizational performance, influencing cost efficiency, supplier innovation, and long-term competitiveness. To deliver real value, professionals must move beyond routine purchasing and adopt a strategic, data-driven approach.

This intensive 1-week program is designed to strengthen advanced capabilities in strategic purchasing and supply management. It focuses on cost optimization, supplier collaboration, sustainability, and digital transformation—enabling participants to elevate procurement into a value-creating function.

What You'll Learn and Practice

By joining this program, you will:

- Develop procurement strategies aligned with organizational objectives.
- Apply advanced cost analysis and total cost evaluation techniques.
- Strengthen supplier relationship management and performance tracking.
- Implement sustainable and resilient supply chain practices.
- Use data and technology to support procurement decisions.
- Optimize inventory and demand planning processes.

The Program Flow

Day 1: Strategic Procurement Foundations

- Understanding the evolving role of procurement.
- Aligning procurement activities with business strategy.
- Analyzing spend and managing procurement categories.
- Developing structured sourcing strategies.

Day 2: Cost Analysis and Value Creation

- Applying advanced cost analysis methods.
- Evaluating total cost across procurement decisions.
- Using value-focused approaches to improve outcomes.
- Applying negotiation strategies to reduce costs.



Day 3: Supplier Relationship Management

- Segmenting and managing supplier portfolios.
- Measuring and improving supplier performance.
- Identifying and managing supply chain risks.
- Building collaborative and innovative supplier partnerships.

Day 4: Sustainable and Digital Supply Chain

- Integrating sustainability into procurement practices.
- Applying circular economy concepts.
- Leveraging digital tools and procurement systems.
- Enhancing efficiency through automated processes.

Day 5: Advanced Supply Chain Optimization

- Managing global sourcing strategies and challenges.
- Optimizing inventory and stock levels.
- Improving demand forecasting and planning accuracy.
- Strengthening supply chain resilience and risk management.

Individual Impact

- Strengthen your strategic thinking in procurement and supply management.
- Improve your analytical and decision-making capabilities.
- Build confidence in managing complex supplier relationships.
- Enhance your ability to deliver measurable cost savings and value.

Organizational Impact

- Reduce procurement costs and improve efficiency.
- Strengthen supplier performance and collaboration.
- Enhance sustainability and resilience in the supply chain.
- Support long-term value creation and competitive advantage.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement and supply chain scenarios.
- Interactive workshops and group exercises.
- Cost analysis and supplier management activities.
- Tools and templates for immediate application.



Beyond the Course

By the end of this program, participants will be equipped with the tools and strategies needed to optimize procurement and supply management practices.

They will return ready to:

- Develop and implement strategic sourcing plans.
- Apply cost analysis and value optimization techniques.
- Strengthen supplier relationships and performance management.
- Leverage technology to improve procurement efficiency.

This course enables professionals to transform procurement into a strategic function—driving efficiency, innovation, and sustainable business success.

