BLACKBIRD FOR TRAINING

Mastering Contracts and Purchasing Management Essentials

8 – 12 November 2027
Barcelona (Spain)



Mastering Contracts and Purchasing Management Essentials

Ref: 322164_188199 **Date:** 8 – 12 November 2027 **Location:** Barcelona (Spain) **Fees:** 5200 GBP

Why This Course

Effective procurement and contract management are critical to controlling costs, reducing risks, and ensuring strong supplier performance. When handled strategically, they can significantly enhance operational efficiency and create long-term business value.

This intensive 1-week program is designed to provide professionals with a well-rounded understanding of both procurement and contracting. It combines practical tools with structured approaches, enabling participants to manage purchasing processes, negotiate contracts, and optimize supplier relationships with confidence.

What You'll Learn and Practice

By joining this program, you will:

- Develop a strategic approach to procurement and contract management.
- Master contract drafting, negotiation, and administration techniques.
- Improve supplier selection, evaluation, and relationship management.
- Identify and mitigate risks in procurement processes.
- Apply cost optimization strategies to maximize value.

The Program Flow

Day 1: Fundamentals of Procurement and Contract Management

- Understanding procurement processes and principles.
- Exploring different contract types and structures.
- Reviewing legal aspects of procurement and contracting.
- Developing aligned procurement strategies.

Day 2: Contract Creation and Negotiation

- Drafting clear and effective contracts.
- Applying negotiation strategies to achieve balanced outcomes.
- Allocating risks appropriately within agreements.
- Understanding key terms and contractual conditions.



Day 3: Supplier Management and Evaluation

- Selecting and qualifying suppliers effectively.
- Defining performance metrics and evaluation methods.
- Building strong supplier relationships.
- Applying continuous improvement practices.

Day 4: Cost Analysis and Value Optimization

- Applying total cost approaches to procurement decisions.
- Analyzing pricing and cost structures.
- Using value-focused methods to improve outcomes.
- Identifying opportunities for cost reduction.

Day 5: Risk Management and Compliance

- Identifying and managing procurement risks.
- Ensuring ethical and compliant purchasing practices.
- Applying governance frameworks in procurement.
- Managing contract administration and closeout.

Individual Impact

- Strengthen your ability to manage procurement and contracts effectively.
- Improve your negotiation and decision-making skills.
- Build confidence in handling supplier and contractual challenges.
- Enhance your ability to deliver measurable value.

Organizational Impact

- Improve procurement efficiency and cost control.
- Strengthen supplier performance and collaboration.
- Reduce contractual and operational risks.
- Support sustainable and value-driven purchasing practices.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement and contract scenarios.
- Interactive workshops and negotiation exercises.
- Supplier evaluation and cost analysis 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 enhance procurement and contract management practices.

They will return ready to:

- Develop structured procurement strategies.
- Negotiate and manage contracts effectively.
- Evaluate and improve supplier performance.
- Optimize costs while maintaining quality and compliance.

This course enables professionals to manage procurement and contracts with greater structure and confidence—driving efficiency, reducing risks, and delivering stronger business outcomes.

