Mastering Purchasing, Negotiation & Cost Reduction Skills

26 – 30 April 2027
Milan (Italy)



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Ref: 322885_217631 **Date:** 26 – 30 April 2027 **Location:** Milan (Italy) **Fees:** 5200 GBP

Course Description

This intensive 1-week course equips procurement professionals with advanced skills in purchasing techniques, negotiation strategies, and cost reduction. Participants will learn to optimize procurement processes, master negotiation tactics, and implement effective cost-saving measures to drive organizational value and efficiency.

Learning Objectives

- Develop advanced purchasing strategies and techniques
- Master negotiation skills for securing favorable terms
- Implement effective cost reduction and supplier management strategies
- Optimize procurement processes and leverage data-driven insights
- Enhance strategic decision-making in procurement

Course Modules

Day 1: Advanced Purchasing Techniques

- Strategic sourcing and category management
- Supplier evaluation and selection methodologies
- E-procurement systems and digital transformation
- Risk management in procurement

Day 2: Negotiation Mastery

- Negotiation preparation and planning
- Advanced negotiation tactics and techniques
- Managing complex negotiations
- Post-negotiation evaluation and relationship management

Day 3: Cost Reduction Strategies

- Identifying cost drivers and savings opportunities
- Total Cost of Ownership TCO analysis
- Implementing cost reduction initiatives
- Measuring and reporting cost savings



Day 4: Supplier Relationship Management

- Developing strategic supplier partnerships
- Supplier performance measurement and improvement
- Collaborative cost reduction with suppliers
- Managing global supply chains

Day 5: Data-Driven Procurement

- Leveraging data analytics in procurement
- Key Performance Indicators KPIs for procurement excellence
- Implementing continuous improvement processes
- Future trends in procurement and supply chain management

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category
- Create a negotiation strategy for an upcoming supplier contract
- Identify and quantify potential cost savings in your organization
- Design a data-driven procurement dashboard for decision-making

