Strategic Procurement Master: Optimizing Supply Chain Value

17 – 21 January 2027
Amman (Jordan)



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Ref: 322903_218468 **Date:** 17 – 21 January 2027 **Location:** Amman (Jordan) **Fees:** 4200 GBP

Course Description

This comprehensive 1-week course equips procurement professionals with advanced strategies and tools to optimize supply chain value. Participants will learn to align procurement with organizational goals, manage supplier relationships strategically, mitigate risks, and drive innovation. The course covers cutting-edge topics in strategic sourcing, negotiation tactics, and performance measurement.

Learning Objectives

- Develop and implement strategic procurement plans aligned with organizational objectives
- Master advanced supplier relationship management techniques to drive value and innovation
- Apply sophisticated cost analysis and negotiation strategies to optimize spend
- Implement risk management frameworks to ensure supply chain resilience
- Leverage data analytics and technology to enhance procurement decision-making
- Create and measure key performance indicators for procurement excellence

Course Modules

Day 1: Strategic Procurement Foundations

- Evolution of procurement and its strategic importance
- Aligning procurement with organizational strategy
- Spend analysis and opportunity assessment
- Developing a strategic procurement roadmap

Day 2: Advanced Sourcing Strategies

- Category management best practices
- Global sourcing strategies and challenges
- E-sourcing and reverse auctions
- Sustainable and ethical sourcing

Day 3: Supplier Relationship Management

- Strategic supplier segmentation
- Collaborative supplier development
- Performance measurement and scorecards
- Managing strategic partnerships and alliances



Day 4: Risk Management and Compliance

- Supply chain risk assessment and mitigation
- Contract management and legal considerations
- Ensuring regulatory compliance
- Business continuity planning in procurement

Day 5: Innovation and Technology in Procurement

- Leveraging AI and machine learning in procurement
- Blockchain applications in supply chain
- Data analytics for procurement insights
- Digital transformation of procurement processes

Practical Wins for Participants

- Develop a strategic procurement plan tailored to your organization
- Create a supplier relationship management framework
- Design a risk assessment and mitigation strategy for your supply chain
- Implement a data-driven approach to measure and improve procurement performance

