# Mastering Procurement Performance Measurement Techniques

11 – 15 April 2027
Istanbul (Turkey)

UK Trainig
PARTNER



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**Ref:** 323059_223454 **Date:** 11 – 15 April 2027 **Location:** Istanbul (Turkey) **Fees:** 4200 GBP

## Course Description

This comprehensive course equips procurement professionals with essential skills to measure and improve purchasing performance. Participants will learn to identify key performance indicators, implement measurement techniques, and develop strategies to optimize procurement processes. The course covers both financial and non-financial metrics, supplier evaluation methods, and performance improvement strategies.

## Learning Objectives

- Understand the importance of measuring procurement performance
- Identify and implement key performance indicators for purchasing
- Apply various measurement techniques to evaluate procurement effectiveness
- Develop strategies to improve supplier performance and relationships
- Create a comprehensive procurement performance measurement system
- Utilize data-driven insights to optimize purchasing processes

## Course Modules

### Day 1: Introduction to Procurement Performance Measurement

- Importance of measuring purchasing performance
- Key performance indicators for procurement
- Financial vs. non-financial metrics
- Aligning procurement metrics with organizational goals

### Day 2: Measurement Techniques and Tools

- Cost savings and cost avoidance measurements
- Spend analysis and category management metrics
- Procurement cycle time and efficiency metrics
- Quality and compliance measurements



### Day 3: Supplier Performance Evaluation

- Supplier scorecards and rating systems
- On-time delivery and quality metrics
- Total cost of ownership analysis
- Supplier relationship management metrics

### Day 4: Advanced Performance Measurement Strategies

- Balanced scorecard approach for procurement
- Benchmarking procurement performance
- Risk management metrics in procurement
- Sustainability and social responsibility measurements

### Day 5: Implementing a Procurement Performance Measurement System

- Designing a comprehensive measurement framework
- Data collection and analysis techniques
- Reporting and visualization of procurement metrics
- Continuous improvement strategies for procurement

## Practical Wins for Participants

- Develop a customized set of KPIs for their organization's procurement function
- Create a supplier performance evaluation scorecard
- Design a procurement performance dashboard for executive reporting
- Formulate an action plan to improve procurement performance based on data-driven insights

