Purchasing Management Specialist: Strategic Procurement

19 – 23 September 2027
Istanbul (Turkey)



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Ref: 323075_224219 **Date:** 19 – 23 September 2027 **Location:** Istanbul (Turkey) **Fees:** 4200 GBP

Course Description

This intensive 1-week course equips professionals with advanced skills in strategic procurement and purchasing management. Participants will learn to develop and implement effective procurement strategies, optimize supplier relationships, and drive cost savings. The course covers key aspects of modern purchasing, from spend analysis to contract management and negotiation techniques.

Learning Objectives

- Develop and implement strategic procurement plans
- Optimize supplier selection and relationship management processes
- Master negotiation techniques for cost savings and value creation
- Implement best practices in contract management and risk mitigation
- Utilize data analytics for informed decision-making in procurement

Course Modules

Day 1: Foundations of Strategic Procurement

- Evolution of procurement and its strategic importance
- Procurement process optimization
- Spend analysis and category management
- Developing a strategic sourcing plan

Day 2: Supplier Relationship Management

- Supplier evaluation and selection criteria
- Supplier performance measurement
- Collaborative supplier relationships
- Risk management in the supply chain

Day 3: Negotiation Strategies and Techniques

- Preparation and planning for negotiations
- Win-win negotiation strategies
- Cross-cultural negotiation considerations
- Post-negotiation analysis and implementation



Day 4: Contract Management and Legal Aspects

- Key elements of procurement contracts
- Contract risk assessment and mitigation
- Managing contract performance and disputes
- Ethical and legal considerations in procurement

Day 5: Technology and Innovation in Procurement

- E-procurement systems and digital transformation
- Data analytics and business intelligence in procurement
- Sustainable and green procurement practices
- Emerging trends and future of procurement

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category in your organization
- Create a supplier scorecard and performance management system
- Conduct a successful negotiation simulation with real-world scenarios
- Implement a data-driven approach to procurement decision-making

