BLACKBIRD FOR TRAINING

# Strategic Sourcing

15 – 19 November 2027
Geneva (Switzerland)



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**Ref:** 328832_229471 **Date:** 15 – 19 November 2027 **Location:** Geneva (Switzerland) **Fees:** 5200 GBP

## Why This Course

In an era defined by global competition, market volatility, and technological disruption, organizations must evolve procurement from a transactional function to a strategic enabler of business growth and resilience.

Strategic sourcing is at the core of that evolution — optimizing supplier selection, total cost, and long-term partnerships to maximize value creation and minimize risk.

The Strategic Sourcing program equips participants with the frameworks, analytical tools, and negotiation strategies to plan, execute, and manage high-impact sourcing initiatives.

It integrates category management, cost modeling, supplier collaboration, and digital transformation, enabling professionals to build sourcing systems that support performance, innovation, and sustainability.

Through data-driven workshops, simulations, and global case studies, participants will learn how to design sourcing strategies that deliver measurable competitive advantage.

## What You'll Learn and Practice

By joining this program, you will:

- Understand the principles, objectives, and process of strategic sourcing.
- Develop category strategies based on business and market intelligence.
- Conduct spend analysis, supplier evaluation, and cost optimization.
- Learn sourcing models — competitive bidding, collaborative partnerships, and global sourcing.
- Apply Total Cost of Ownership TCO and value-based decision frameworks.
- Strengthen negotiation and supplier relationship management skills.
- Integrate digital tools, analytics, and automation into sourcing decisions.
- Build a sustainable, agile, and future-ready sourcing strategy.



## The Program Flow

### Day 1: Foundations of Strategic Sourcing

- The evolution from traditional purchasing to strategic sourcing.
- The role of sourcing in enterprise performance and competitiveness.
- Sourcing models and strategies: centralized, decentralized, hybrid.
- Strategic sourcing framework — from spend analysis to performance measurement.
- Case study: How global leaders transformed procurement through strategic sourcing.

### Day 2: Spend Analysis and Category Strategy Development

- Spend on data collection, classification, and analysis techniques.
- Identifying sourcing opportunities and priorities.
- Category segmentation and portfolio analysis Kraljic Matrix.
- Building category strategies aligned with business goals.
- Workshop: Developing a category strategy for a selected spend area.

### Day 3: Supplier Evaluation, Selection, and Cost Management

- Supplier identification and prequalification.
- Evaluation models — weighted scoring, performance metrics, and risk assessment.
- Cost breakdown and Total Cost of Ownership TCO analysis.
- Benchmarking and should-cost modeling.
- Simulation: Conducting supplier evaluation and award decision for a complex sourcing project.

### Day 4: Negotiation, Collaboration, and Contracting

- Strategic negotiation techniques for value and relationship building.
- Balancing competitive sourcing with long-term collaboration.
- Developing SLAs Service Level Agreements and performance clauses.
- Contract lifecycle management and governance.
- Group activity: Simulated negotiation and contract development with multiple supplier profiles.

### Day 5: Digital Sourcing, Sustainability, and Future Trends

- E-sourcing platforms, automation, and AI in strategic sourcing.
- Data analytics for predictive sourcing and supplier insights.
- Integrating sustainability, ESG, and ethical sourcing principles.
- The future of sourcing — innovation ecosystems and digital collaboration.
- Final project: Developing a Strategic Sourcing roadmap for your organization.



## Individual Impact

- Gain deep expertise in strategic sourcing principles and methodologies.
- Strengthen analytical, negotiation, and strategic decision-making skills.
- Learn to apply data-driven tools for cost and performance optimization.
- Build confidence in managing supplier networks and complex sourcing projects.
- Position yourself as a Strategic Sourcing Leader capable of driving business transformation and sustainable value.

## Work Impact

- Reduce procurement costs while enhancing quality and reliability.
- Improve supplier performance, innovation, and compliance.
- Strengthen supply chain agility and risk management.
- Increase transparency and accountability in sourcing decisions.
- Build a sustainable sourcing framework aligned with organizational strategy.

## Training Methodology

This program combines strategic insight, analytical rigor, and real-world application to ensure both mastery and measurable results.

Learning methods include:

- Case studies from global sourcing and procurement success stories.
- Interactive workshops on category management and cost analysis.
- Negotiation simulations and supplier evaluation exercises.
- Group projects on digital transformation and sustainability integration.
- Toolkits, scorecards, and sourcing templates for professional use.

## Beyond the Course

Upon completion, participants will be equipped to design, execute, and sustain strategic sourcing programs that deliver cost efficiency, innovation, and resilience across the value chain.

**Graduates of this program will emerge as Strategic Sourcing Professionals — capable of transforming procurement into a powerful driver of competitive advantage and long-term business value.**

