Advanced Procurement Skills: Mastering Strategic Sourcing

18 – 22 April 2027
Riyadh (KSA)



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Why This Course

As procurement becomes increasingly strategic, organizations expect professionals to go beyond operational tasks and deliver measurable value through sourcing excellence, strong supplier partnerships, and informed decision-making.

This intensive 1-week program is designed for experienced professionals looking to elevate their procurement capabilities. It focuses on advanced sourcing strategies, negotiation mastery, and risk management—supported by data-driven insights and modern procurement practices.

What You'll Learn and Practice

By joining this program, you will:

- Develop and implement advanced strategic sourcing methodologies.
- Strengthen supplier relationship management and collaboration.
- Apply high-level negotiation techniques in complex scenarios.
- Identify and mitigate procurement and supply chain risks.
- Use data analytics to improve procurement decisions.
- Align procurement strategies with broader business objectives.

The Program Flow

Day 1: Strategic Sourcing Fundamentals

- Understanding advanced sourcing principles and frameworks.
- Analyzing spend data and managing procurement categories.
- Developing structured sourcing strategies.
- Conducting market analysis and supplier evaluation.

Day 2: Advanced Supplier Relationship Management

- Segmenting suppliers and defining performance metrics.
- Building collaborative and long-term partnerships.
- Designing supplier development initiatives.
- Managing global supplier networks effectively.



Day 3: Negotiation Mastery for Procurement

- Applying advanced negotiation tactics and strategies.
- Managing complex negotiation dynamics.
- Handling multi-party and cross-cultural negotiations.
- Practicing negotiation scenarios through simulations.

Day 4: Risk Management in Procurement

- Identifying and assessing procurement risks.
- Developing effective risk mitigation strategies.
- Managing contractual risks and obligations.
- Ensuring continuity and resilience in procurement operations.

Day 5: Data-Driven Procurement and Innovation

- Leveraging data analytics to support procurement decisions.
- Applying digital tools and procurement systems.
- Integrating sustainable and ethical practices.
- Exploring emerging trends and innovations in procurement.

Individual Impact

- Strengthen your strategic approach to procurement.
- Enhance your negotiation and supplier management capabilities.
- Improve your ability to manage risks and complex scenarios.
- Build confidence in using data to support decisions.

Organizational Impact

- Improve procurement efficiency and cost performance.
- Strengthen supplier collaboration and value creation.
- Enhance risk management and operational resilience.
- Support innovation and long-term competitiveness.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement scenarios and case studies.
- Interactive workshops and negotiation simulations.
- Supplier management and risk analysis exercises.
- Tools and templates for immediate application.



Beyond the Course

By the end of this program, participants will be equipped with the tools and strategies needed to drive procurement excellence.

They will return ready to:

- Develop advanced sourcing strategies.
- Strengthen supplier relationships and performance.
- Execute complex negotiations with confidence.
- Apply data and innovation to improve procurement outcomes.

This course enables professionals to position procurement as a strategic function—delivering efficiency, resilience, and sustainable business value.

