Certified Procurement Professional: Strategic Sourcing

7 – 11 November 2027
Doha (Qatar)



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Ref: 323088_238218 **Date:** 7 – 11 November 2027 **Location:** Doha (Qatar) **Fees:** 4200 GBP

Course Description

This comprehensive 1-week course equips procurement professionals with advanced skills in strategic sourcing, supplier relationship management, and global supply chain optimization. Participants will learn to drive cost savings, mitigate risks, and enhance organizational value through effective procurement practices.

Learning Objectives

- Develop and implement strategic sourcing methodologies
- Optimize supplier relationships and performance management
- Analyze and mitigate supply chain risks
- Apply best practices in contract negotiation and management
- Leverage technology for procurement process improvement

Course Modules

Day 1: Foundations of Strategic Procurement

- Evolution of procurement and its strategic importance
- Key principles of strategic sourcing
- Procurement process optimization
- Stakeholder management in procurement

Day 2: Supplier Relationship Management

- Supplier selection and evaluation criteria
- Developing effective supplier partnerships
- Supplier performance measurement and improvement
- Managing supplier risks and compliance

Day 3: Advanced Negotiation Techniques

- Negotiation strategies and tactics
- Power dynamics in procurement negotiations
- Multi-party and complex negotiations
- Contract terms and conditions mastery



Day 4: Risk Management in Procurement

- Identifying and assessing supply chain risks
- Risk mitigation strategies and contingency planning
- Compliance and ethical considerations
- Business continuity in procurement

Day 5: Technology and Innovation in Procurement

- E-procurement systems and digital transformation
- Data analytics for procurement decision-making
- Emerging technologies: AI, blockchain, IoT in procurement
- Sustainable and green procurement practices

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category
- Create a supplier scorecard and performance improvement program
- Design a risk mitigation strategy for critical suppliers
- Implement a procurement technology roadmap for your organization

