



Consulting and Training | Reach New Heights

Course Name

Strategic Supply Chain Management: From Procurement to Delivery, Including Contract Negotiation and Management

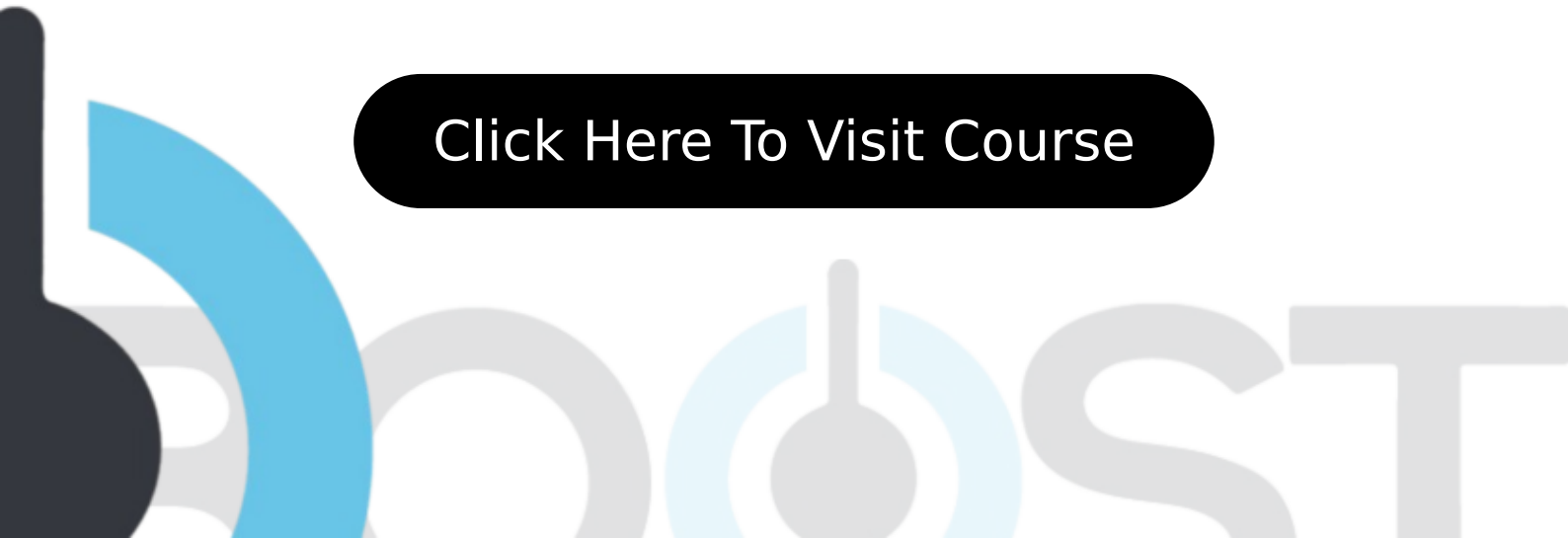
Sector Name

Procurement & Supply Chain Operations

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ROOST

Strategic Supply Chain Management: From Procurement to Delivery, Including Contract Negotiation and Management

Course Introduction

This training is designed by Boost to provide supply chain leaders, procurement professionals, and operations managers with an end-to-end perspective on managing modern supply chains strategically. Success today requires more than efficiency — it requires aligning procurement, logistics, contracts, and delivery under a unified framework that emphasizes resilience, innovation, and value creation. Participants will gain tools and techniques to navigate complex supply chain ecosystems while building strategies that deliver competitive advantage.

The program blends theory and practice, covering procurement strategy, contract negotiation, delivery optimization, and risk management. Emphasis is placed on integrating supplier partnerships, technology, and sustainability into supply chain design and execution. Case studies from global organizations will demonstrate how effective contract management and collaborative delivery models improve outcomes and mitigate risks.

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Target Audience

- ✓ Chief Procurement Officers and Supply Chain Leaders
- ✓ Category and Sourcing Managers
- ✓ Contract Managers and Legal Specialists
- ✓ Logistics and Operations Professionals
- ✓ Business Analysts and Strategy Consultants

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Learning Objectives

- ✓ Design and implement strategies across procurement, contracts, logistics, and delivery
- ✓ Develop strong negotiation skills for managing supplier contracts
- ✓ Align supply chain decisions with business strategy and sustainability goals
- ✓ Enhance collaboration between procurement, legal, logistics, and operations teams
- ✓ Apply risk management techniques to contract and supply chain management

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Course Outline

✓ DAY 01

Strategic Supply Chain Foundations

- ✓ Principles of Strategic Supply Chain Management
- ✓ Supply chain as a source of competitive advantage
- ✓ Integration of procurement, contracts, and delivery
- ✓ Cost, risk, and value balance in decision-making

End-to-End Supply Chain Frameworks

- ✓ Global supply chain models and ecosystems
- ✓ Aligning supply chains with organizational goals
- ✓ Case studies of strategic supply chain transformation

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Course Outline

✓ Day 02

Procurement and Sourcing Strategy

- ✓ Advanced Procurement Practices
- ✓ Category management and supplier segmentation
- ✓ Total cost of ownership and value-based sourcing
- ✓ Role of procurement in ESG and sustainability

Supplier Selection and Relationship Building

- ✓ Developing long-term supplier partnerships
- ✓ Innovation through supplier collaboration
- ✓ Risk and performance evaluation frameworks

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Course Outline

✓ Day 03

Contract Negotiation and Management

- ✓ Effective Negotiation Strategies
- ✓ Preparing for contract negotiations with suppliers
- ✓ Collaborative vs. competitive negotiation approaches
- ✓ Role-playing exercises for high-stakes negotiation

Contract Lifecycle Management

- ✓ Drafting and structuring effective contracts
- ✓ Performance-based contracting models
- ✓ Digital tools for contract management and monitoring

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Course Outline

✓ Day 04

Delivery, Logistics, and Performance

- ✓ Optimizing Supply Chain Delivery
- ✓ Distribution models and last-mile delivery strategies
- ✓ Leveraging technology for delivery efficiency
- ✓ KPIs for delivery performance and customer satisfaction

Logistics and Operations Excellence

- ✓ Multi-modal transportation strategies
- ✓ Global logistics and customs considerations
- ✓ Building resilient delivery systems in disruption scenarios

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Course Outline

✓ Day 05

Exploring Risk Management in Supply Chains and Contracts

- ✓ Identifying and mitigating legal and operational risks
- ✓ Scenario planning and contingency models
- ✓ Supplier compliance and governance frameworks

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Jan. 4, 2027	Jan. 8, 2027	5 days	4950.00 \$	Singapore , Singapore
April 19, 2026	April 23, 2026	5 days	4250.00 \$	KSA , Dammam
Aug. 24, 2026	Aug. 28, 2026	5 days	4250.00 \$	UAE , Dubai
March 15, 2027	March 19, 2027	5 days	4250.00 \$	UAE , Dubai

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