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Course Name

Certificate in Financial Tools in Procurement - Intermediate Level

Sector Name

Procurement & Supply Chain Operations

Document Type

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Course Introduction

Procurement professionals are increasingly expected to go beyond transactional purchasing and contribute directly to financial performance, value creation, and cost optimization. Modern procurement decisions require a solid understanding of financial principles, analytical tools, and cost structures to ensure that sourcing strategies support organizational objectives.

To meet these expectations, **BOOST** has developed **the Certificate in Financial Tools in Procurement course** for professionals who already have experience in procurement or supply chain roles and wish to strengthen their financial and analytical capabilities.

This intermediate-level program focuses on equipping participants with practical financial tools that enable more informed, data-driven procurement decisions.

The course explores how financial analysis supports sourcing strategies, supplier evaluation, contract negotiations, and total cost management. Participants learn how to interpret financial information, assess cost drivers, evaluate supplier financial health, and apply quantitative tools to optimize procurement outcomes.

Through structured explanations, applied examples, and procurement-focused scenarios, participants enhance their ability to integrate financial thinking into procurement activities, improve value for money, and strengthen collaboration with finance and business stakeholders.

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Target Audience

- ✓ Procurement and purchasing professionals
- ✓ Strategic sourcing and category managers
- ✓ Contract and commercial managers
- ✓ Supply chain and operations professionals
- ✓ Finance staff supporting procurement activities
- ✓ Project managers involved in sourcing decisions
- ✓ Public and private sector professionals responsible for procurement

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Learning Objectives

- ✓ Understand key financial concepts relevant to procurement
- ✓ Analyze cost structures and pricing mechanisms
- ✓ Apply financial tools to sourcing and supplier evaluation
- ✓ Assess total cost of ownership and life-cycle costs
- ✓ Interpret supplier financial statements and indicators
- ✓ Support budgeting, forecasting, and cost control initiatives
- ✓ Strengthen negotiation outcomes using financial insights
- ✓ Contribute to value-based and financially informed procurement decisions

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Course Outline

✓ DAY 01

Financial Foundations for Procurement Professionals

- ✓ Role of finance in procurement decision-making
- ✓ Key financial concepts and terminology
- ✓ Understanding cost versus price
- ✓ Procurement’s impact on organizational financial performance
- ✓ Reading and interpreting basic financial information
- ✓ Common financial challenges in procurement

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Course Outline

✓ Day 02

Cost Analysis and Pricing Structures

- ✓ Cost breakdown and cost drivers
- ✓ Fixed, variable, and semi-variable costs
- ✓ Pricing models and supplier pricing strategies
- ✓ Understanding margins and mark-ups
- ✓ Analyzing bids and quotations
- ✓ Identifying cost-saving opportunities

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Course Outline

✓ Day 03

Total Cost of Ownership and Value Analysis

- ✓ Concept of total cost of ownership (TCO)
- ✓ Life-cycle costing in procurement decisions
- ✓ Hidden and indirect costs
- ✓ Balancing cost, quality, and risk
- ✓ Value analysis and cost-benefit considerations
- ✓ Case-based discussion on TCO application

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Course Outline

✓ **Day 04**

– Supplier Financial Evaluation and Risk

- ✓ Importance of supplier financial health
- ✓ Understanding supplier financial statements
- ✓ Key financial ratios and indicators
- ✓ Identifying financial and commercial risks
- ✓ Managing supplier risk from a financial perspective
- ✓ Supporting sustainable supplier relationships

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Course Outline

✓ **Day 05**

Financial Tools for Strategic Procurement Decisions

- ✓ Budgeting and forecasting for procurement activities
- ✓ Supporting negotiations with financial analysis
- ✓ Measuring procurement savings and value contribution
- ✓ Reporting procurement financial performance
- ✓ Integrating financial tools into procurement processes
- ✓ Developing a procurement financial tools action plan

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
March 15, 2027	March 19, 2027	5 days	4950.00 $	Austria , Vienna
June 15, 2026	June 19, 2026	5 days	4250.00 $	UAE , Abu Dhabi
Sept. 14, 2026	Sept. 18, 2026	5 days	4250.00 $	UAE , Abu Dhabi
Dec. 14, 2026	Dec. 18, 2026	5 days	4250.00 $	UAE , Dubai

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