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Course Name

Strategic Purchasing & Supply Management

Sector Name

Procurement & Supply Chain Operations

Document Type

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Strategic Purchasing & Supply Management

Course Introduction

This advanced **5-day** training program is designed to equip professionals with the strategic knowledge and practical skills required to effectively manage purchasing and supply operations in today’s dynamic business environment.

Delivered by **BOOST Consulting and Training**, this program focuses on transforming procurement from a transactional function into a strategic driver of value, efficiency, and competitive advantage. Participants will explore advanced purchasing strategies, supplier integration, cost optimization, and risk management practices aligned with global best practices.

The course emphasizes real-world application, enabling participants to develop strategic sourcing plans, manage supplier relationships effectively, and align procurement activities with organizational goals and performance objectives.

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Target Audience

✓ Procurement Managers and Senior Buyers
✓ Supply Chain and Logistics Managers
✓ Contract and Commercial Professionals
✓ Category Managers and Strategic Sourcing Specialists
✓ Professionals involved in purchasing decision-making

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Learning Objectives

- ✓ Understand the strategic role of purchasing within supply management
- ✓ Develop and implement strategic sourcing and purchasing plans
- ✓ Analyze spend and identify cost-saving opportunities
- ✓ Evaluate and select suppliers using structured methodologies
- ✓ Apply advanced negotiation strategies for better outcomes
- ✓ Manage contracts and supplier performance effectively
- ✓ Identify and mitigate risks within the supply chain
- ✓ Align procurement strategies with organizational objectives

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Strategic Purchasing & Supply Management

Course Outline

✓ DAY 01

Strategic Role of Purchasing in Supply Management

- ✓ Evolution from Traditional Purchasing to Strategic Procurement
- ✓ The Role of Procurement in Value Creation
- ✓ Supply Chain Integration and Procurement Alignment
- ✓ Key Procurement Strategies and Models
- ✓ Stakeholder Management in Procurement
- ✓ Governance, Compliance, and Ethical Practices
- ✓ Procurement Organization Structures
- ✓ Introduction to Category Management

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Course Outline

✓ Day 02

Strategic Sourcing & Spend Analysis

- ✓ Strategic Sourcing Process Overview
- ✓ Spend Analysis Techniques and Tools
- ✓ Demand Forecasting and Planning
- ✓ Market Analysis and Supplier Intelligence
- ✓ Make-or-Buy Analysis
- ✓ Supplier Segmentation and Portfolio Analysis
- ✓ Developing Sourcing Strategies per Category
- ✓ Risk Considerations in Sourcing

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Course Outline

✓ Day 03

Cost Management & Value Optimization

- ✓ Total Cost of Ownership (TCO) and Cost Drivers
- ✓ Cost Analysis Techniques and Price Breakdown
- ✓ Value Engineering and Cost Reduction Strategies
- ✓ Budgeting and Cost Control in Procurement
- ✓ Leveraging Procurement for Value Creation
- ✓ Supplier Collaboration for Cost Efficiency
- ✓ Performance-Based Procurement
- ✓ Introduction to Digital Procurement Tools

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Course Outline

✓ Day 04

Advanced Negotiation & Contract Management

- ✓ Strategic Negotiation Planning and Preparation
- ✓ Advanced Negotiation Techniques and Tactics
- ✓ Managing Complex Negotiations
- ✓ Building Win-Win Supplier Agreements
- ✓ Contract Management Lifecycle
- ✓ Key Contract Clauses and Risk Allocation
- ✓ Managing Contract Performance and Compliance
- ✓ Dispute Resolution and Claims Management

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Course Outline

✓ Day 05

Supplier Relationship Management & Risk Management

- ✓ Strategic Supplier Relationship Management (SRM)
- ✓ Supplier Performance Measurement (KPIs & SLAs)
- ✓ Supplier Development and Collaboration
- ✓ Managing Supplier Risks and Supply Disruptions
- ✓ Procurement Risk Management Frameworks
- ✓ Sustainability and ESG in Supply Management
- ✓ Continuous Improvement and Innovation in Procurement
- ✓ Final Case Study: Developing a Strategic Procurement Plan

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 18, 2027	July 22, 2027	5 days	4250.00 $	KSA , Riyadh
Nov. 23, 2026	Nov. 27, 2026	5 days	4250.00 $	UAE , Dubai
Jan. 11, 2027	Jan. 15, 2027	5 days	4950.00 $	England , London
April 5, 2027	April 9, 2027	5 days	4250.00 $	UAE , Abu Dhabi

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