



Consulting and Training | Reach New Heights

Course Name

Basic Procurement & Strategic Sourcing

Sector Name

Procurement & Supply Chain Operations

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770



Basic Procurement & Strategic Sourcing

Course Introduction

This comprehensive **5-day** training program is designed to provide participants with a strong foundation in procurement and strategic sourcing practices. The course introduces the key concepts, processes, and tools required to effectively manage purchasing activities and supplier sourcing within modern organizations.

Participants will gain practical insights into the end-to-end procurement lifecycle, including planning, supplier identification, evaluation, negotiation, and contract management. The program also emphasizes cost efficiency, value creation, and risk awareness, enabling participants to contribute effectively to organizational performance and operational excellence.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Basic Procurement & Strategic Sourcing

Target Audience

- ✓ Procurement Officers and Buyers
- ✓ Supply Chain and Logistics Professionals
- ✓ Administrative staff involved in purchasing activities
- ✓ Finance professionals supporting procurement processes
- ✓ New employees entering procurement or sourcing roles

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Basic Procurement & Strategic Sourcing

Learning Objectives

- ✓ Understand the fundamentals of procurement and strategic sourcing
- ✓ Apply the procurement lifecycle and key sourcing processes
- ✓ Identify, evaluate, and select suitable suppliers
- ✓ Conduct basic cost analysis and achieve value for money
- ✓ Apply effective negotiation techniques
- ✓ Understand key elements of procurement contracts
- ✓ Manage supplier relationships and performance
- ✓ Identify procurement risks and apply mitigation strategies

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Basic Procurement & Strategic Sourcing

Course Outline

✓ Day 01

Fundamentals of Procurement & Supply Chain

- ✓ Overview of Procurement and Supply Chain Management
- ✓ Procurement vs Purchasing: Key Differences
- ✓ The Strategic Role of Procurement in Organizations
- ✓ Procurement Lifecycle Overview
- ✓ Key Procurement Terminologies
- ✓ Procurement Stakeholders and Roles
- ✓ Ethical Procurement Practices and Compliance
- ✓ Introduction to Procurement Policies and Procedures

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Basic Procurement & Strategic Sourcing

Course Outline

✓ Day 02

Strategic Sourcing & Supplier Identification

- ✓ Introduction to Strategic Sourcing Concepts
- ✓ Differences between Strategic and Tactical Sourcing
- ✓ Spend Analysis and Demand Planning Basics
- ✓ Market Analysis and Supplier Mapping
- ✓ Supplier Identification Techniques
- ✓ Supplier Prequalification and Registration
- ✓ RFI, RFQ, and RFP Overview
- ✓ Supplier Evaluation Criteria and Scoring Models

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Basic Procurement & Strategic Sourcing

Course Outline

✓ Day 03

Procurement Process & Cost Management

- ✓ Purchase-to-Pay (P2P) Process Overview
- ✓ Types of Procurement (Direct vs Indirect)
- ✓ Total Cost of Ownership (TCO) Concept
- ✓ Cost Analysis and Price Breakdown Techniques
- ✓ Budget Control and Cost Optimization
- ✓ Value for Money vs Lowest Cost Approach
- ✓ Introduction to E-Procurement Systems
- ✓ Procurement Documentation and Record Management

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Basic Procurement & Strategic Sourcing

Course Outline

✓ Day 04

Negotiation & Contract Management Basics

- ✓ Fundamentals of Negotiation in Procurement
- ✓ Preparing for Negotiation: Strategy and Planning
- ✓ Key Negotiation Techniques and Tactics
- ✓ Managing Supplier Expectations and Communication
- ✓ Introduction to Contract Management
- ✓ Key Elements of Procurement Contracts
- ✓ Types of Contracts and Their Applications
- ✓ Contract Risks and Mitigation Strategies

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Basic Procurement & Strategic Sourcing

Course Outline

✓ Day 05

Supplier Management & Procurement Best Practices

- ✓ Supplier Relationship Management (SRM)
- ✓ Supplier Performance Evaluation (KPIs & SLAs)
- ✓ Managing Supplier Risks and Compliance
- ✓ Continuous Improvement in Procurement
- ✓ Introduction to Procurement KPIs
- ✓ Sustainable and Ethical Sourcing Practices
- ✓ Common Procurement Challenges and Solutions
- ✓ Final Case Study / Practical Application Exercise

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Basic Procurement & Strategic Sourcing

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Aug. 2, 2027	Aug. 6, 2027	5 days	4250.00 \$	UAE , Dubai
Dec. 6, 2026	Dec. 10, 2026	5 days	4250.00 \$	KSA , Riyadh

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •

