



Consulting and Training | Reach New Heights

Course Name

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

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

ROOST

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Introduction

Purchasing is one of the most important functions for successful organizations. Selecting and applying the appropriate methodologies to ensure value for money and high-quality delivery by suppliers requires collaboration across all functions and a strong contractual underpinning of the supplier relationship. This requires a complete understanding of the needs of the organizations and the capabilities in the supply market.

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Target Audience

- ✓ Engineering
- ✓ Construction
- ✓ Tenders
- ✓ Buying
- ✓ Procurement
- ✓ Finance
- ✓ Projects
- ✓ Public Sector
- ✓ Contracts
- ✓ Purchasing
- ✓ Commercial

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Learning Objectives

- ✓ Be more effective in managing Purchasing
- ✓ Development of appropriate strategies for delivering value
- ✓ Use appropriate methodologies for managing suppliers
- ✓ Use of tendering, negotiation, and other techniques
- ✓ Enhance the value obtained from suppliers
- ✓ How to measure and improve the performance of the Purchasing function
- ✓ Consider how the wider business environment affects procurement
- ✓ Consider the latest advances in Purchasing 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 Visit Course](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Outline

✓ Day 01

The Basis of Purchasing Management: Principles of Good Procurement

- ✓ Requirements and Specifications
- ✓ Spend mapping
- ✓ Supply Segmentation
- ✓ Contracts
- ✓ Price, cost, and value: Principles of Good Management
- ✓ Strategy, vision
- ✓ Styles of management
- ✓ Objectives of Purchasing Management
- ✓ Organisational structure

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Outline

✓ Day 02

Sourcing and supplier management

- ✓ Appropriate sourcing techniques
- ✓ Tendering
- ✓ Open, Restricted, negotiated competitive dialogue.
- ✓ PQQ – pre-qualification questionnaires
- ✓ Tender evaluation
- ✓ Negotiation
- ✓ Electronic procurement
- ✓ E-auctions: Assessing and allocating risk
- ✓ Identifying Risk
- ✓ Mitigating Risk
- ✓ Split supply arrangements
- ✓ Approved supplier lists and blacklists

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Outline

✓ Day 03

Risks and opportunities in the supply market

- ✓ Supplier Management and Development
- ✓ Global sourcing
- ✓ Incoterms
- ✓ Supplier Evaluation
- ✓ Partnerships and alliances
- ✓ Force major clauses
- ✓ Supplier Development Local supplier development
- ✓ Corporate Social Responsibility
- ✓ Ethical and environmentally responsible sourcing

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Outline

✓ Day 04

Managing Suppliers

- ✓ Ensuring performance
- ✓ Getting back on track
- ✓ The total cost of ownership
- ✓ Managing Partnerships
- ✓ Appropriate opportunities for partnering and alliances
- ✓ Structure of partnerships
- ✓ Duration and end of partnership arrangements
- ✓ Managing non-critical suppliers: Managing Service Suppliers
- ✓ Service Level Agreements
- ✓ Supplier non-conformance and corrective actions.

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](#)

Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Course Outline

✓ Day 05

Measuring Performance, leading change in Procurements

- ✓ Key Performance Measures
- ✓ Financial Measures

Leading Change

- ✓ Ensuring Cross-functional collaboration
- ✓ Procurement Marketing
- ✓ Promoting Purchasing to the organization
- ✓ Change Management
- ✓ Critical path analysis
- ✓ Stakeholder analysis
- ✓ Action planning
- ✓ Program highlights and final observations

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](#)



Advanced Purchasing Management & Effective Purchasing Tendering & Supplier Selection

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 8, 2026	June 12, 2026	5 days	4250.00 \$	UAE , Dubai
July 27, 2026	July 31, 2026	5 days	4250.00 \$	UAE , Dubai
Dec. 13, 2026	Dec. 17, 2026	5 days	4250.00 \$	Qatar , Doha
March 15, 2027	March 19, 2027	5 days	5950.00 \$	Switzerland , Zurich

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 •

