

Course Name

Advanced Procurement Management CPD

Sector Name

Internationally Certified Training Programs

Sector Name

Procurement & Supply Chain Operations

Document Type

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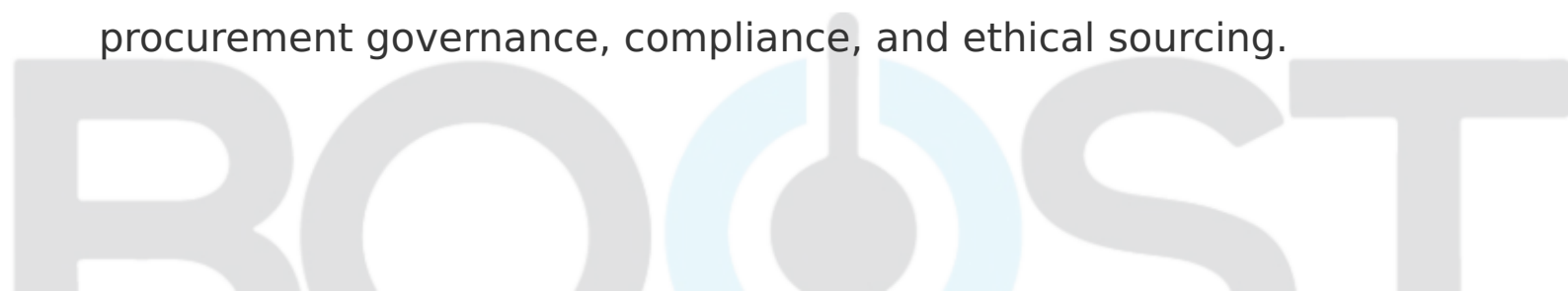
Advanced Procurement Management CPD

Course Introduction

The Advanced Procurement Management CPD Training Course is designed for professionals seeking to enhance their expertise in modern procurement strategies and supply chain management. Procurement plays a critical role in organizational success by ensuring cost efficiency, supplier reliability, and effective resource allocation.

This course focuses on advanced topics such as strategic sourcing, supplier relationship management, contract management, and procurement planning, enabling participants to optimize procurement processes and achieve better value for money. Learners will explore how to evaluate suppliers, negotiate contracts, and manage procurement risks in complex business environments.

Participants will also gain insights into cost control, procurement performance management, and supply chain optimization, helping organizations improve operational efficiency and reduce unnecessary expenses. The training emphasizes best practices in procurement governance, compliance, and ethical sourcing.



In addition, the course covers vendor evaluation, procurement strategy development, and purchasing lifecycle management, equipping professionals with the skills required to manage procurement functions effectively. These competencies are essential for maintaining strong supplier relationships and ensuring consistent supply chain performance.

This program is ideal for procurement managers, purchasing officers, supply chain professionals, and contract managers who aim to strengthen their procurement capabilities and support organizational growth through effective sourcing strategies

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Target Audience

- ✓ Procurement Managers & Senior Managers
- ✓ Procurement Professionals
- ✓ Purchasing Manager
- ✓ Senior Buyers
- ✓ Buyer

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Learning Objectives

- ✓ Review critical supply strategies.
- ✓ Be provided the concepts of activity-based costing.
- ✓ Learn how to create rapport, build trust and establish credibility in a workgroup.
- ✓ Learn the skills required for good supplier relationships
- ✓ Be taught a category segmentation process.
- ✓ Learn how to plan in successful negotiations.
- ✓ Study different approaches in negotiations.
- ✓ Examine standards of ethics, compliance and corporate social responsibilities.
- ✓ Learn how to become a sustainability champion.
- ✓ Learn different sources of risk and how to mitigate those risks.
- ✓ Learn techniques for spend analysis and cost analytics.
- ✓ Increase recognition by the organization due to improved performance.
- ✓ Increase the skill sets in advanced phases of strategic procurement.
- ✓ Develop skills in procurement professionals which will raise capability, skill, and morale.



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Course Outline

✓ Day 01

Introduction to Procurement and Supply Chain Management

- ✓ Describe the changing world of purchasing and supply management.
- ✓ Explain Procurement increased role in this new world.
- ✓ Define Purchasing, Procurement , value chain, supply chain, and supply chain management.
- ✓ Explain supply chain management activities.
- ✓ Describe the pillars supporting supply management.
- ✓ List the steps in the historic evolution of Procurement /supply management.

The Procurement Process

- ✓ How to achieve world class efficiency and effectiveness through:
- ✓ Procurement objectives.
- ✓ Procurement responsibilities
- ✓ The procurement process and role of e-procurement.
- ✓ Improving the procurement process
- ✓ Describe the changing world of purchasing and supply management.

Negotiation - The starting point of Improvement

- ✓ Discuss various aspects of the purchase negotiation process.
- ✓ Follow a systematic approach to purchase negotiation.
- ✓ Discuss the importance of Preparation and Planning into good & effective negotiation.
- ✓ Discuss Negotiation Planning, Power, Concessions, Tactics, and Win-Win Negotiation.

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✓ Day 02

Tendering and competitive bidding

- ✓ What is competitive bidding
- ✓ Competitive bidding vs direct negotiation.
- ✓ How to make competitive bidding effective
- ✓ Guidelines for Competitive Bidding
- ✓ International Negotiation
- ✓ Terms of Purchase Documentation

International Negotiation

- ✓ The Influence of Culture on International Negotiation
- ✓ The International Negotiation Process
- ✓ Managing International Negotiations
- ✓ Decision Making

Procurement Integration for Competitive Advantage

- ✓ Determine the essential elements of integration.
- ✓ Explain what groups should integrate Internally and Externally

- ✓ How cross-functional teams can improve internal integration.
- ✓ How closer buyer-seller relationships improve external integration.
- ✓ Describe Purchasing's part in new product development and order fulfillment.

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✓ Day 03

Commodity Strategy Development

- ✓ Explain how Procurement is a major contributor to a firm's competitive advantage.
- ✓ Describe how Procurement executives can contribute to the strategic plan at a companywide level.
- ✓ Explain how Procurement goals drive both strategic purchasing processes and commodity strategies.
- ✓ Describe the step-by-step process to translate corporate strategy objectives into commodity strategies.
- ✓ Describe a typical strategic planning process.

Spend Analytics

- ✓ Understand what is the spend analysis and the importance of spend mapping.
- ✓ Spend Matrix and spend classification.
- ✓ Sources of spend collection and segmentation (direct / Indirect)
- ✓ Spend analysis KPIs and objectives.
- ✓ Understand reasons of spend analysis failure.

Cost analysis techniques

- ✓ Understand Cost based pricing model.
- ✓ Understand Methods of price Analysis.
- ✓ Overview on cost classification.
- ✓ Cost Behavior patterns.
- ✓ Strategic cost Management.

Should Cost Modelling

- ✓ Understand what is should cost analysis
- ✓ Know the importance of Should-cost modelling
- ✓ Learn the steps of Should-cost analysis
- ✓ Case study on should-cost analysis
- ✓ What are challenges in performing should-cost analysis
- ✓ Digital tools for should cost analysis

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✓ Day 04

Strategic decisions: Insourcing / Outsourcing

- ✓ Describe the insourcing/outsourcing decision
- ✓ Provide a process for implementing the insourcing/outsourcing decision
- ✓ Understand the challenges of insourcing/outsourcing decisions.
- ✓ Case study: Equipment leasing vs. purchasing

Corporate Governance

- ✓ Importance of Corporate Governance.
- ✓ Regulations and Corporate Social Responsibility (CSR).
- ✓ Sustainability in Relation to Economic Performance and Value Creation
- ✓ Code of Conduct

Introduction to Compliance

- ✓ Definition of compliance
- ✓ Importance of compliance
- ✓ Practical examples of compliance
- ✓ Risks of compliance

Risk Management

- ✓ Understand types of Business Risk.
- ✓ Currency Risk Management and Hedging.
- ✓ Steps of Risk Management Process.
- ✓ Supplier capability classification and segmentation.
- ✓ Vendor Risk Management.
- ✓ Common considerations in a vendor risk assessment
- ✓ Case Study: assessment of financial ratios for a new supplier

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✓ Day 05

Sustainable Procurement

- ✓ The UN Sustainable Development Goals
- ✓ What is the impact of Corporate sustainability objectives on Procurement activities?
- ✓ What is Sustainable Procurement?
- ✓ Sustainable Procurement Strategy
- ✓ Case study: Schneider Electric SDGs

Internet Of Things

- ✓ Industry evolution with technology
- ✓ What IOT mean for business
- ✓ Understand how artificial intelligence works and how it can be implemented in Procurement
- ✓ Understanding Procurement Automation
- ✓ Procurement technology transformation process
- ✓ Case study: Comparison between Coupa and Ariba tools

- ✓ Evolution of Skills for Procurement Professionals
- ✓ Procurement changing objectives over time.
- ✓ Typical Procurement challenges.
- ✓ Skill gap vs Corporate's need
- ✓ Value of digital transformation knowledge.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 19, 2027	July 23, 2027	5 days	4250.00 \$	UAE , Dubai
Oct. 19, 2026	Oct. 23, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Jan. 17, 2027	Jan. 21, 2027	5 days	4250.00 \$	KSA , Riyadh
April 18, 2027	April 22, 2027	5 days	4250.00 \$	KSA , Riyadh

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