



Consulting and Training | Reach New Heights

Course Name

Sourcing, Purchasing & Procurement

Sector Name

Procurement & Supply Chain Operations

Document Type

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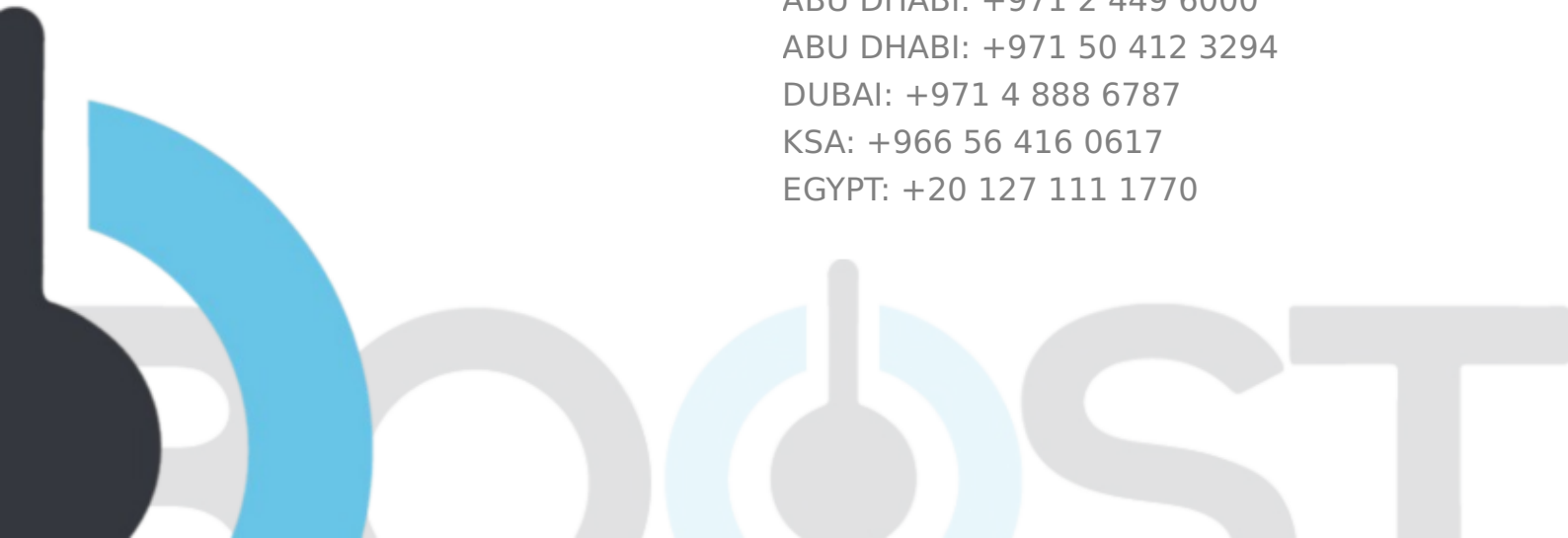
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Sourcing, Purchasing & Procurement

Course Introduction

In today's dynamic business environment, effective sourcing, purchasing, and procurement practices are crucial for organizational success. This comprehensive training program is designed to equip participants with the knowledge, skills, and strategies necessary to navigate the complexities of modern procurement.

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Target Audience

- ✓ Procurement Manager
- ✓ Purchasing Officer
- ✓ Supply Chain Manager
- ✓ Sourcing Specialist
- ✓ Vendor Manager
- ✓ Contract Manager
- ✓ Logistics Manager
- ✓ Inventory Manager
- ✓ Operations Manager
- ✓ Category Manager

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Learning Objectives

- ✓ Understand the Sourcing, Purchasing, and Procurement processes.
- ✓ Explore the interconnected roles of these functions within the broader context of supply chain management.
- ✓ Develop and implement strategic sourcing plans.
- ✓ Emphasize the importance of supplier segmentation and risk management in strategic decision-making.
- ✓ Understand the significance of procurement planning for organizational efficiency.
- ✓ Acquire the required skills in forecasting, demand planning, and inventory management.
- ✓ Define criteria for supplier selection and performance evaluation.
- ✓ Cultivate effective negotiation skills for successful procurement outcomes.
- ✓ Address challenges and implement strategies for achieving mutually beneficial agreements.
- ✓ Understand the essentials of contract management, from negotiation to monitoring and compliance.
- ✓ Master the ability to draft, understand, and manage contracts effectively.
- ✓ Explore the realm of e-procurement and its role in modernizing procurement processes.
- ✓ Illuminate the legal aspects of procurement, emphasizing compliance and ethical considerations.

- ✓ Navigate contractual obligations and dispute resolution.
- ✓ Develop skills in cost analysis, cost modeling, and total cost of ownership (TCO) evaluation.
- ✓ Explore strategies for reducing costs and enhancing value in procurement processes.
- ✓ Define key performance indicators (KPIs) in procurement.

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Sourcing, Purchasing & Procurement

Course Outline

✓ Day 01

Introduction to Sourcing, Purchasing & Procurement:

- ✓ Overview of Sourcing, Purchasing, and Procurement
- ✓ Importance of effective procurement in organizational success
- ✓ Key terms and definitions
- ✓ Role of procurement in supply chain management

Strategic Sourcing:

- ✓ Understanding strategic sourcing
- ✓ Developing a sourcing strategy
- ✓ Supplier segmentation and evaluation
- ✓ Risk management in sourcing

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Course Outline

✓ Day 02

Procurement Planning

- ✓ Importance of procurement planning
- ✓ Forecasting and demand planning
- ✓ Inventory management
- ✓ Supplier relationship management

Supplier Selection and Evaluation

- ✓ Criteria for supplier selection
- ✓ Supplier performance metrics
- ✓ Supplier audits and assessments
- ✓ Continuous improvement in supplier relationships

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Course Outline

✓ Day 03

Negotiation Skills in Purchasing

- ✓ Principles of effective negotiation
- ✓ Developing negotiation strategies
- ✓ Win-win negotiations
- ✓ Handling difficult situations in negotiations

Contract Management

- ✓ Basics of contract management
- ✓ Key elements of a contract
- ✓ Contract negotiation and drafting
- ✓ Monitoring and managing contracts

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Course Outline

✓ Day 04

E-Procurement and Technology

- ✓ Overview of e-procurement
- ✓ Benefits and challenges of using technology in procurement
- ✓ Implementation of e-procurement systems
- ✓ Emerging trends in procurement technology

Legal and Ethical Considerations

- ✓ Legal aspects of procurement
- ✓ Compliance and ethics in purchasing
- ✓ Contractual obligations and disputes
- ✓ Anti-corruption measures in procurement

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Course Outline

✓ Day 05

Cost Management in Procurement

- ✓ Cost analysis and cost modeling
- ✓ Total cost of ownership (TCO)
- ✓ Value analysis and value engineering
- ✓ Strategies for cost reduction in procurement

Performance Measurement and Continuous Improvement

- ✓ Key performance indicators (KPIs) in procurement
- ✓ Performance measurement frameworks
- ✓ Continuous improvement methodologies
- ✓ Developing a personal action plan for ongoing improvement

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
March 15, 2027	March 19, 2027	5 days	5950.00 \$	Switzerland , Zurich
Sept. 28, 2026	Oct. 2, 2026	5 days	4250.00 \$	UAE , Dubai
May 9, 2027	May 13, 2027	5 days	4250.00 \$	Qatar , Doha
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Dubai

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