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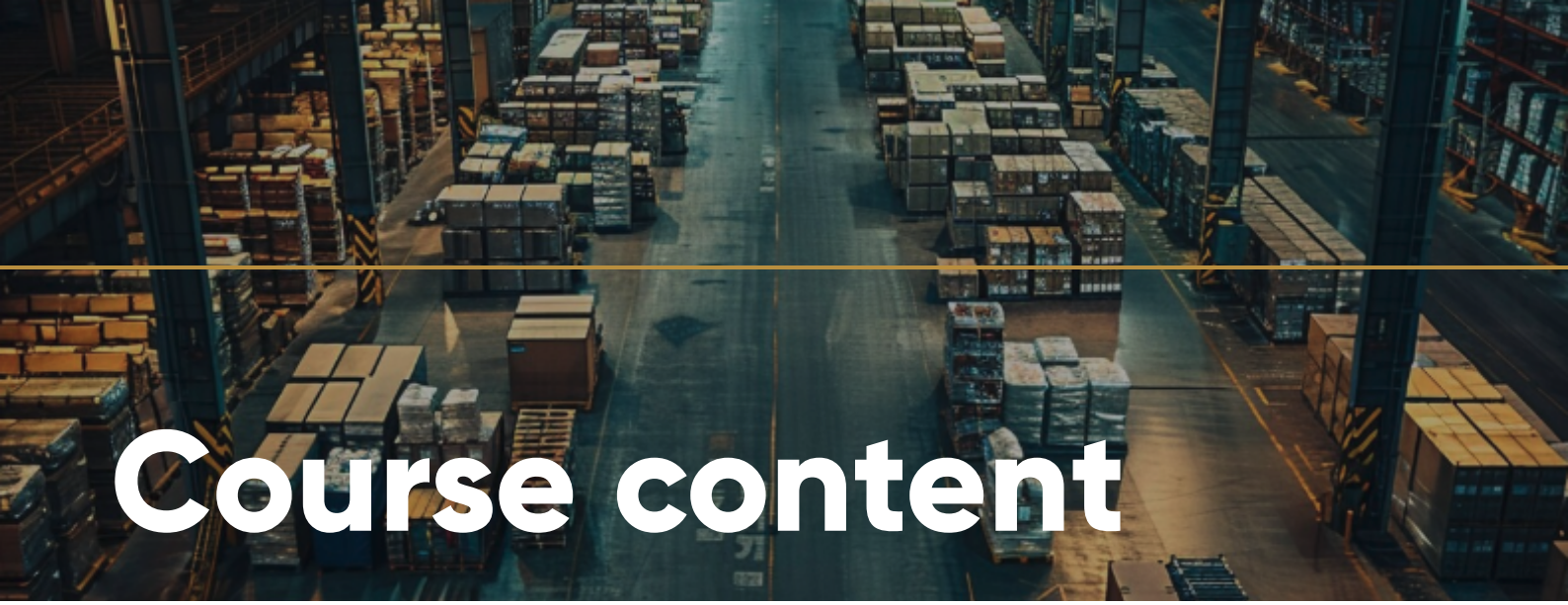
informatech CERTIFIED GLOBAL LEADERSHIP CONSULTANTS

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | COURSE

The Complete Course on Purchasing Management

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Course content

Why Attend

Course Introduction

Every organisation needs good procurement.

Effective management and leadership are crucial for a high-performing Procurement team.

The Complete Course on Purchasing Management training course addresses common gaps in Procurement and provides strategies for leading continual improvement to achieve strategic goals.

The Complete Course on Purchasing Management training course emphasizes proactive management of the supply base, focusing on achieving both cost reduction and value improvements.

It explores methods to foster creativity and flexibility, leveraging supply market knowledge, and transforming Procurement into a core organizational competency.

Participants will also engage in practical action planning to apply these concepts effectively in their workplace.

Course Objectives

By attending this training course you should achieve these goals:

• Learn How to Develop High Performance Purchasing Organizations

• Develop Strategic Purchasing Plans & Discuss How to Improve Internal Customer Service

• Appreciate and See the Analytics that Guide Procurement Strategies

• Explore Many Ways of Reporting Key Performance Indicators (KPIs)

• Understand the Most Important Competencies for Purchasing Personnel

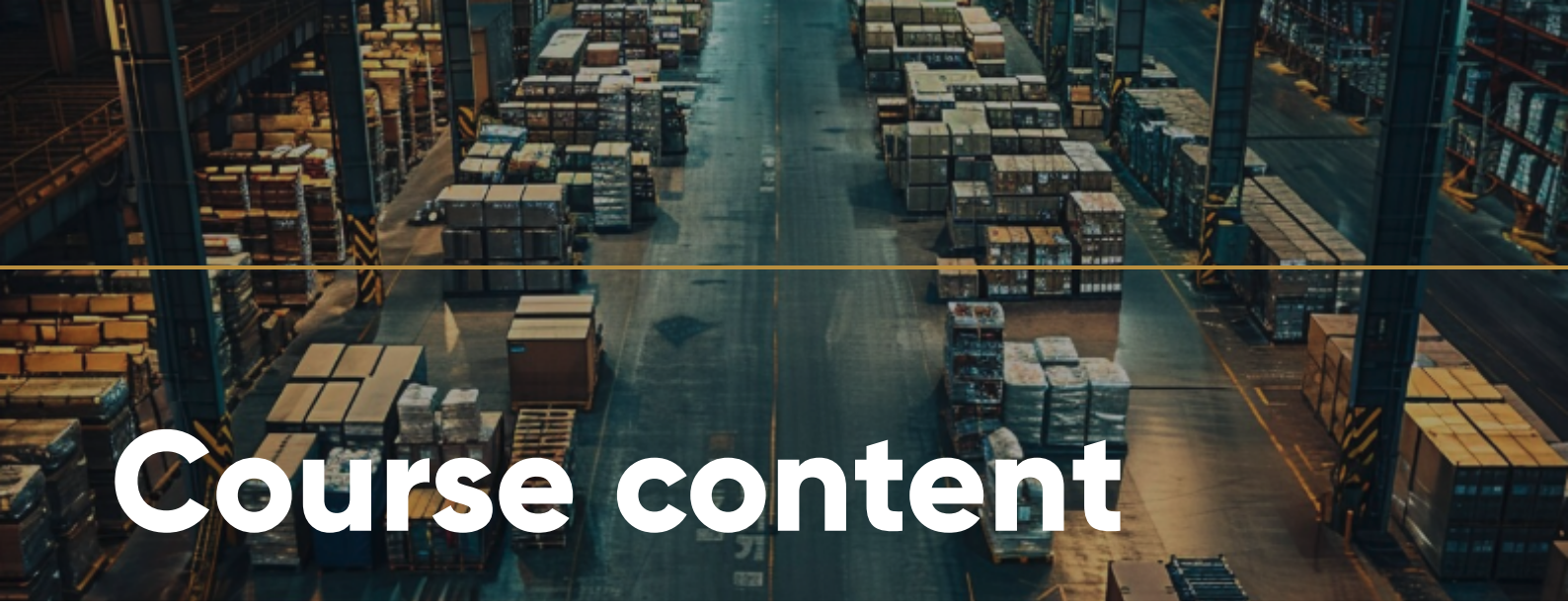
Who should Attend?

This training course is suitable to a wide range of professionals, but will greatly benefit:

• Procurement and Contracts Personnel

• Purchasing, Procurement, Contracts, Contract Administration, Projects Personnel

• Engineering, Facilities, Finance, and Maintenance Personnel



Course content

Course Objectives

- Personnel Involved in the Planning and Management of Tender Process
- Leaders in the Acquisition of Materials, Equipment and Services

Course outline

Day One: The 1st Steps to Becoming World Class

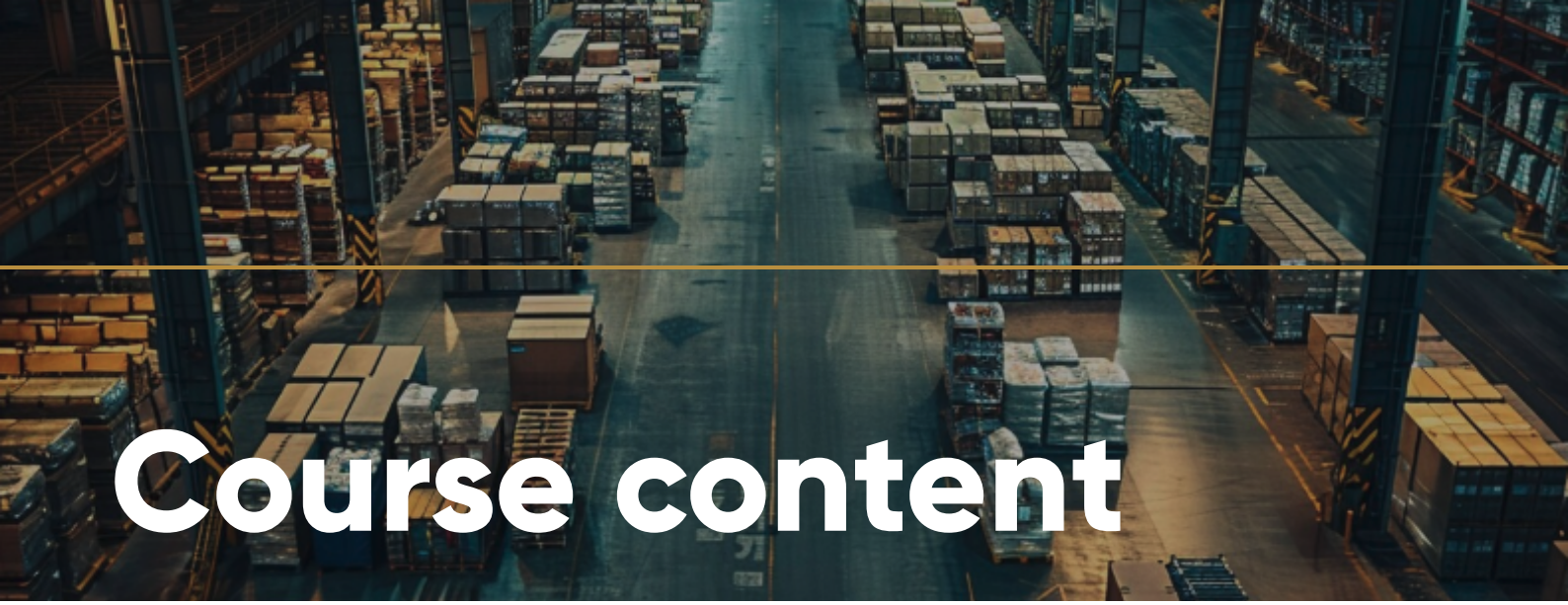
- Stages to World Class Purchasing
- How Purchasing is viewed today
- Strategic Sourcing
- Developing Spend Profiles and the ABC Analysis
- New Job Descriptions for Purchasing of the future
- Purchasing Personnel Required Skill Sets

Day Two: Evaluating Your Own Operation

- What are Best Practices
- Purchasing Gap Analysis
- Vision and Mission for Purchasing
- Developing the Purchasing Department Strategic Plan
- Developing Key Performance Indicators (KPIs) for Procurement
- Developing a Company Purchase Price Index

Day Three: Continuous Improvement and How to Get It

- Cost Reduction Initiatives
- Methods of Cost Containment



Course content

Course outline

- Waste in the Supply Chain
- Breaking Down the Elements of Supplier Cost
- Commodity/Service Strategic Planning
- Resisting Price Increases

Day Four: Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Apply Performance criteria to Purchasing Decisions
- Process Mapping To Eliminate Low Value Activities
- Applying eProcurement business process

Day Five: Improving the Image of Procurement

- Global Sourcing
- International Labor Rates Comparison
- Developing and Maintaining a Customer Focus
- Basic Issues in Corruption And Fraud Prevention
- Increasing the Level of Procurement Professionalism
- Keeping Current in the profession



Seminar dates

Available seminar dates

Live dates and pricing for The Complete Course on Purchasing Management generated from the course details page.

Date	Location	Format	Fee
14 - 18 December 2026	Paris - France	Classroom	**€3,600.-**
18 - 22 January 2027	Munich - Germany	Classroom	**€3,400.-**
15 - 19 February 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
15 - 19 March 2027	London - U.K	Classroom	**€3,360.-**
19 - 23 April 2027	Istanbul - Turkey	Classroom	**€2,280.-**
17 - 21 May 2027	Vienna - Austria	Classroom	**€3,400.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	Cape Town - South Africa	Classroom	**€2,272.-**
16 - 20 August 2027	Munich - Germany	Classroom	**€3,400.-**
20 - 24 September 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
18 - 22 October 2027	London - U.K	Classroom	**€3,360.-**
15 - 19 November 2027	Istanbul - Turkey	Classroom	**€2,280.-**
20 - 24 December 2027	Vienna - Austria	Classroom	**€3,400.-**

Live online option	Online delivery is available at €1,850.-.