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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-011

Advanced Procurement Skills

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Course content

Why Attend

Course Introduction

Procurement is the vital organizational process of acquiring goods and materials in the most cost-effective manner, acknowledged as a key driver of profitability through cost reduction.

This Advanced Procurement Skills training course delves into the purchasing process within the broader supply chain context, emphasizing the crucial relationships with suppliers and customers.

Participants will explore methods to align supplier and customer strategies, ultimately enhancing profitability.

The course covers procurement management comprehensively, addressing strategic, tactical, and operational aspects across the supply chain.

Upon completion, delegates will be equipped to implement cost-saving ideas across various business areas, driving significant improvements in their organizations.

Course Objectives

By attending this Training course you should achieve these goals:

• How to Understand the Process of Purchasing Within Their Organisations

• How to Determine the Best Strategy for Managing and Rating Suppliers

• How to Identify Cost Savings Through Changes to Processes

• How to Improve Negotiation Skills

• An Understanding of How to Make Improvements to Organization Processes

Who should Attend?

This training course is suitable for middle and senior managers who have responsibility for operational areas in the organisation, as well as consultants and professionals who support them. For example:

• Operational Managers

• Financial Managers

Course content

Course Objectives

- Buyers
- Board Level Executives and Non-Executives

Course outline

Day One: Purchasing and the Organisation

- Purchasing and its contribution to the organisation
- The Supply Chain
- The influence of the External Environment
- Purchasing Organisations
- The Procurement Cycle
- Critical Supply Strategies

Day Two: Supplier Management

- Transforming the Supplier Relationship
- Supplier Evaluation Criteria
- Appropriate Supplier Methodologies
- Total Cost Approach
- How to be a Good Customer
- Shrinking the Supplier Base

Day Three: Communication and Change

- Communication techniques of verbal, non-verbal and written
- Methods of communication lead to more productive work and minimize stress

Course content

Course outline

- Communication and interaction openness develops trust
- Identification of interpersonal interaction methods
- Recognizing response to and perceptions of change
- Analysing and preparing for the human reaction to change

Day Four: Negotiation Techniques

- Avoiding Confrontational Negotiating
- Developing Active Listening Skills
- Negotiating with an Angry Person
- Power Closes that are used on the Buyer
- Understanding the other Negotiator's Power
- Negotiation Tactics and Countermeasures

Day Five: Managing Procurement Talent

- Attract and Retain Supply Management Talent
- Supplier Measurement
- Vendor Rating
- Action Planning

Seminar dates

Available seminar dates

Live dates and pricing for Advanced Procurement Skills generated from the course details page.

Date	Location	Format	Fee
8 - 12 June 2026	Barcelona - Spain	Classroom	**€3,850.-**
6 - 10 July 2026	Paris - France	Classroom	**€4,500.-**
10 - 14 August 2026	Frankfurt - Germany	Classroom	**€3,250.-**
14 - 18 September 2026	Barcelona - Spain	Classroom	**€3,850.-**
5 - 9 October 2026	Frankfurt - Germany	Classroom	**€3,250.-**
16 - 20 November 2026	Rome - Italy	Classroom	**€4,250.-**
7 - 11 December 2026	Kuala lumpur - Malaysia	Classroom	**€2,250.-**

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