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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-001

# Strategic Procurement Specialist

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# Course content

## Why Attend

Procurement is no longer a purely administrative function—it is a strategic driver of cost efficiency, risk reduction, and competitive advantage. Organizations depend on skilled procurement professionals to optimize supplier relationships, negotiate effectively, and ensure value across the supply chain. This course equips participants with advanced procurement strategies, sourcing techniques, and supplier management practices that align procurement with organizational goals. It is designed to transform procurement professionals into strategic decision-makers capable of delivering measurable business value.

## Course Methodology

This course blends strategic procurement theory with real-world business applications. Participants will engage in case studies, supplier negotiation simulations, and sourcing strategy workshops. Practical exercises will focus on spend analysis, supplier evaluation, contract negotiation, and procurement planning. Interactive discussions will highlight best practices from global procurement environments across industries such as construction, oil and gas, manufacturing, and services.

## Course Objectives

By the end of this course, participants will be able to:

- Understand strategic procurement principles and frameworks
- Develop effective sourcing and procurement strategies
- Conduct spend analysis and supplier segmentation
- Negotiate contracts and manage supplier relationships
- Apply total cost of ownership (TCO) concepts
- Improve procurement efficiency and value creation
- Manage procurement risks and compliance requirements
- Align procurement strategy with organizational objectives



# Course content

## Target Audience

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Project and Operations Managers
- Contract and Commercial Managers
- Engineers involved in procurement decisions
- Professionals transitioning into strategic sourcing roles

## Target Competencies

- Strategic sourcing and procurement planning
- Supplier relationship management
- Contract negotiation and management
- Cost optimization and value analysis
- Supply chain risk management
- Analytical and decision-making skills
- Stakeholder communication and influence

## Course outline

### Day 1: Foundations of Strategic Procurement

- Evolution of procurement: operational vs strategic
- Procurement role in organizational success
- Procurement lifecycle and value creation
- Introduction to sourcing strategies
- Overview of procurement frameworks



# Course content

## Course outline

### Day 2: Spend Analysis and Supplier Segmentation

- Spend analysis techniques and categorization
- Supplier segmentation (Kraljic Matrix)
- Market analysis and supplier positioning
- Identifying sourcing opportunities
- Data-driven procurement decisions

### Day 3: Strategic Sourcing and Negotiation

- Developing sourcing strategies
- Request for proposal (RFP) and tendering processes
- Negotiation techniques and tactics
- Total cost of ownership (TCO) analysis
- Supplier selection and evaluation

### Day 4: Contract Management and Supplier Performance

- Procurement contract structures
- Supplier relationship management (SRM)
- Key performance indicators (KPIs) for suppliers
- Managing supplier performance and compliance
- Risk management in procurement

### Day 5: Procurement Transformation and Best Practices

- Digital procurement and automation trends
- Sustainability and ethical sourcing
- Procurement governance and compliance



# Course content

## Course outline

- Case studies from global procurement leaders
- Final workshop: strategic procurement simulation



# Seminar dates

## Available seminar dates

Live dates and pricing for Strategic Procurement Specialist generated from the course details page.

| Date | Location | Format | Fee |
|---|---|---|---|
| 16 - 20 November 2026 | Barcelona - Spain | Classroom | **€3,080.-** |
| 7 - 11 December 2026 | Istanbul - Turkey | Classroom | **€2,280.-** |
| 21 - 25 December 2026 | London - U.K | Classroom | **€3,400.-** |
| 18 - 22 January 2027 | Barcelona - Spain | Classroom | **€3,080.-** |
| 15 - 19 February 2027 | Istanbul - Turkey | Classroom | **€2,280.-** |
| 15 - 19 March 2027 | Amsterdam - Netherlands | Classroom | **€3,400.-** |
| 19 - 23 April 2027 | Paris - France | Classroom | **€3,600.-** |
| 17 - 21 May 2027 | Barcelona - Spain | Classroom | **€3,080.-** |
| 21 - 25 June 2027 | Geneva - Switzerland | Classroom | **€4,200.-** |
| 19 - 23 July 2027 | Munich - Germany | Classroom | **€3,400.-** |
| 16 - 20 August 2027 | Amsterdam - Netherlands | Classroom | **€3,400.-** |
| 20 - 24 September 2027 | Istanbul - Turkey | Classroom | **€2,280.-** |
| 18 - 22 October 2027 | London - U.K | Classroom | **€3,360.-** |
| 15 - 19 November 2027 | Barcelona - Spain | Classroom | **€3,080.-** |
| 20 - 24 December 2027 | Istanbul - Turkey | Classroom | **€2,280.-** |

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