

STRATEGIC & ETHICAL LEADERSHIP IN PROCUREMENT

“Elevating Procurement Through Integrity, Strategy, and Influence”

Schedule

Date	Venue	Fees (Face-to-Face)
01 – 05 Feb 2026	Kuwait	USD 3495 per delegate

Introduction

As procurement evolves from a transactional function to a strategic business partner, today's procurement leaders must balance cost efficiency, risk management, and supplier relationships with ethical responsibility and strategic foresight. Ethical leadership in procurement is no longer optional—it's essential to long-term value creation and corporate reputation.

This immersive training equips procurement professionals with the leadership tools, strategic thinking, and ethical frameworks necessary to lead modern procurement organizations. Participants will explore advanced sourcing strategies, stakeholder alignment, and governance models while also examining real-world ethical challenges in procurement and supply chain environments.

Objectives

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

- Apply strategic thinking to procurement planning, sourcing, and supplier management
- Lead procurement teams with integrity, accountability, and transparency
- Implement ethical decision-making frameworks in procurement operations
- Align procurement objectives with organizational strategy and ESG goals
- Build and sustain high-performance supplier relationships through values-driven leadership

Why Attend

- Transform your procurement role from operational to strategic leadership
- Strengthen your decision-making in high-stakes, ethically complex scenarios
- Learn tools to evaluate and improve supplier ethical performance
- Increase your influence across functions and build organizational trust
- Enhance your leadership impact through stakeholder collaboration and ethical alignment

Target Audience

This program is designed for:

- Procurement and sourcing professionals in leadership or management roles
- Supply chain and contract managers with strategic responsibilities
- Compliance officers and procurement governance specialists
- Senior buyers and category managers preparing for leadership roles
- Professionals involved in ESG, CSR, and supplier ethics programs

Individual Benefits

Key competencies that will be developed include:

- Strategic procurement leadership and stakeholder alignment
- Ethical reasoning and decision-making in procurement environments
- Risk-based thinking for sustainable sourcing
- Supplier relationship management and conflict resolution
- Leadership presence, negotiation, and communication

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More strategic, ethical, and compliant procurement operations
- Improved supplier governance and reduced reputational risk
- Greater alignment of procurement with ESG, sustainability, and business goals
- Increased cross-functional collaboration and internal influence
- Higher procurement team performance through values-based leadership

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Focused sessions on procurement leadership, governance, and strategic sourcing
- Case Studies - Ethical dilemmas and leadership challenges from real procurement situations
- Workshops - Practical exercises on stakeholder analysis, leadership scenarios, and values alignment
- Peer Exchange - Open discussion forums on experiences in ethical leadership and supplier management
- Tools - Leadership assessment frameworks, procurement ethics checklists, and influence mapping templates

MAWA EVENTS

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Course Outline

Training Hours: 07:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Procurement's Strategic Role and Leadership Foundations

- Module 1: Strategic Procurement in the Modern Enterprise (07:30 – 09:30) • The evolving role of procurement in business strategy • Defining value beyond cost savings • Integrating procurement with corporate vision and mission
- Module 2: Foundations of Ethical Leadership (09:45 – 11:15) • Core principles of ethical leadership • Ethics vs compliance: understanding the difference • Building trust through consistent leadership behavior
- Module 3: Procurement Governance Models (11:30 – 01:00) • Governance structures in procurement functions • Ensuring transparency and accountability • Policies for conflict of interest, gifting, and confidentiality
- Module 4: Leadership Styles and Personal Influence (02:00 – 03:30) • Assessing personal leadership style and strengths • Adapting leadership to stakeholder and team dynamics • Building credibility and influence in procurement

Day 2: Ethical Decision-Making in Procurement Practice

- Module 1: Procurement Ethics and Global Standards (07:30 – 09:30) • CIPS, ISO 20400, and UN Global Compact principles • Ethical sourcing and anti-corruption controls • Human rights and labor practices in the supply chain
- Module 2: Managing Ethical Dilemmas (09:45 – 11:15) • Identifying red flags and grey areas in procurement • Applying structured decision-making frameworks • Role plays: handling real-life ethical conflicts
- Module 3: Stakeholder Alignment and Conflict Management (11:30 – 01:00) • Identifying internal and external stakeholder priorities • Resolving competing interests and ethical tensions • Leading through influence and diplomacy
- Module 4: Supplier Code of Conduct and Due Diligence (02:00 – 03:30) • Establishing and enforcing ethical supplier requirements • Conducting ethical risk assessments • Tools for monitoring and audit

Day 3: Strategic Sourcing and Supplier Relationship Leadership

- Module 1: Supplier Segmentation and Strategic Sourcing (07:30 – 09:30) • Prioritizing suppliers based on value and risk • Developing sourcing strategies aligned with business goals • Long-term vs short-term sourcing considerations
- Module 2: Relationship Management and Supplier Engagement (09:45 – 11:15) • Leading collaborative supplier partnerships • Managing supplier performance and expectations • Ethical negotiation and communication practices
- Module 3: Performance Metrics and Accountability (11:30 – 01:00) • KPIs for procurement leadership and supplier ethics • Scorecards and supplier performance reviews • Responding to noncompliance and underperformance
- Module 4: Procurement's Role in ESG and Sustainability (02:00 – 03:30) • Integrating environmental and social goals into sourcing • Measuring and reporting ESG performance in procurement • Leveraging procurement to drive organizational sustainability

Day 4: Leadership Challenges and Change in Procurement

- Module 1: Leading Procurement Change Initiatives (07:30 – 09:30) • Change management in procurement transformation • Communicating vision and overcoming resistance • Leading teams through disruption and uncertainty
- Module 2: Cross-Functional Influence (09:45 – 11:15) • Building strategic alliances with finance, legal, and operations • Advocacy for ethical procurement at the executive level • Bridging cultural and departmental gaps
- Module 3: Crisis and Risk Leadership (11:30 – 01:00) • Leading through supply chain disruptions • Ethical procurement under crisis conditions • Risk frameworks for resilient leadership
- Module 4: Building a High-Performance Procurement Culture (02:00 – 03:30) • Setting expectations and leading by example • Coaching, mentoring, and growing procurement talent • Cultivating innovation and accountability in teams

Day 5: Application, Simulation, and Certification

- Module 1: Ethical Procurement Leadership Case Simulation (07:30 – 09:30) • Group simulation: lead a procurement team through a complex ethical scenario • Balancing ethics, performance, and stakeholder pressure
- Module 2: Personal Leadership Action Plan (09:45 – 11:15) • Self-assessment of leadership growth areas • Creating a personal roadmap for leadership development

Module 3: Team Presentations and Peer Feedback (11:30 – 01:00) • Final team presentations of leadership strategy • Open discussion and peer critiques

- Module 4: Wrap-Up and Certification Ceremony (02:00 – 03:30) • Key takeaways from the week • Commitment to ethical leadership in procurement • Distribution of certificates

Certification

Participants will receive a Certificate of Completion in Strategic & Ethical Leadership in Procurement, recognizing their advanced knowledge in procurement strategy, governance, supplier ethics, and values-based leadership within global supply chain environments.

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