

5-DAY MINI MBA IN PROCUREMENT

“Mastering Procurement Strategies for Effective Supply Chain Management”

Schedule

Date	Venue	Fees (Face-to-Face)
12 - 16 Apr 2026	Doha, Qatar	USD 3495 per delegate

► Available delivery methods: Face-to-Face & Online Training

Introduction

The procurement function is integral to supply chain management, influencing cost-efficiency, supplier relationships, and overall organizational performance. This 5-day Mini MBA in Procurement is designed for professionals looking to deepen their understanding of procurement strategies and enhance their ability to manage procurement processes effectively. Participants will learn about global procurement trends, strategic sourcing, risk management, contract negotiation, and supplier relationship management. By the end of the course, participants will have the practical knowledge needed to make strategic procurement decisions that drive business success.

Objectives

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

- Develop and implement strategic procurement plans aligned with business objectives
- Apply advanced sourcing and procurement strategies to optimize supply chain operations
- Negotiate contracts and manage supplier relationships for maximum value
- Understand and manage procurement risks to ensure supply chain resilience
- Utilize performance measurement and KPIs to assess and improve procurement activities

Why Attend

- Gain a comprehensive understanding of strategic procurement and its impact on business performance
- Learn best practices for managing suppliers, contracts, and procurement processes
- Enhance your ability to negotiate effectively and manage supplier relationships
- Understand global procurement trends and how they affect supply chain dynamics
- Develop the skills to manage procurement risks and ensure the sustainability of supply chains

Target Audience

This program is designed for:

- Procurement managers and professionals
- Supply chain managers and logistics coordinators
- Senior executives and decision-makers involved in procurement processes
- Contract managers and buyers
- Professionals looking to upgrade their procurement skills and knowledge

Individual Benefits

Key competencies that will be developed include:

- Expertise in developing and executing strategic procurement plans
- Advanced contract negotiation and supplier management skills
- Knowledge of sourcing strategies, risk management, and procurement performance
- Enhanced ability to align procurement with broader organizational goals
- Improved understanding of the latest global procurement trends and practices

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More effective procurement practices that contribute to business efficiency and cost reduction
- Stronger supplier relationships and better contract terms
- Improved procurement strategies that align with overall business and supply chain objectives
- Enhanced risk management capabilities to safeguard against disruptions in the supply chain
- Increased capacity to drive procurement performance improvements through data-driven decision-making

Instructional Methodology

- Lectures on the latest procurement strategies and techniques
- Case studies to examine real-world procurement challenges and solutions
- Group discussions to share insights and best practices in procurement
- Workshops to apply procurement strategies to organizational scenarios
- Role-playing exercises to practice negotiation and supplier relationship management

Course Outline

Training Hours: 07:30 AM - 03:30 PM Daily Format: 3-4 Learning Modules | Coffee Breaks: 09:30 & 11:15 | Lunch Break: 01:00 - 02:00

Day 1: Introduction to Strategic Procurement and Sourcing

- Module 1: The Role of Procurement in Supply Chain Management (07:30 - 09:30) • Understanding the strategic role of procurement in supply chain success • Key components of the procurement process • Aligning procurement strategies with business objectives
- Module 2: Strategic Sourcing and Supplier Selection (09:45 - 11:15) • Advanced sourcing strategies and techniques • Supplier selection and evaluation methods • Building supplier capabilities for long-term success
- Module 3: Workshop - Developing a Sourcing Strategy (11:30 - 01:00) • Participants will develop a sourcing strategy for a sample organization

Day 2: Procurement Risk Management and Contract Negotiation

- Module 4: Procurement Risk Management (07:30 - 09:30) • Identifying and managing risks in procurement and supply chains • Techniques for assessing and mitigating procurement risks • Contingency planning and risk response strategies
- Module 5: Advanced Contract Negotiation Techniques (09:45 - 11:15) • Key principles of effective contract negotiation • Building and maintaining supplier relationships through negotiation • Managing contract terms to protect organizational interests
- Module 6: Workshop - Negotiating a Procurement Contract (11:30 - 01:00) • Participants will practice negotiation techniques through role-playing exercises

Day 3: Supplier Relationship Management and Performance Monitoring

- Module 7: Managing Supplier Relationships (07:30 - 09:30) • Building collaborative and strategic relationships with suppliers • Managing supplier performance and resolving issues • Techniques for fostering long-term partnerships with key suppliers
- Module 8: Procurement Performance and KPIs (09:45 - 11:15) • Defining and measuring procurement performance using KPIs • Analyzing procurement data to drive improvements • Tools for continuous monitoring and performance improvement
- Module 9: Workshop - Supplier Performance Management (11:30 - 01:00) • Participants will develop a supplier performance management plan

Day 4: Procurement Technology and Data-Driven Decisions

- Module 10: Leveraging Technology in Procurement (07:30 - 09:30) • Overview of procurement software and systems (e.g., ERP, eProcurement) • The role of automation in procurement processes • Using technology to enhance data-driven decision-making
- Module 11: Data Analytics for Procurement (09:45 - 11:15) • Utilizing data analytics to optimize procurement activities • Forecasting demand and managing inventory through data • Applying predictive analytics to improve sourcing decisions
- Module 12: Workshop - Integrating Technology in Procurement Processes (11:30 - 01:00) • Participants will explore how to integrate procurement technology and data analytics into their current systems

Day 5: Advanced Procurement Strategies and Global Trends

- Module 13: Global Procurement Trends and Challenges (07:30 - 09:30) • Current global trends in procurement and supply chain management • Managing global sourcing and procurement risks • Understanding the impact of geopolitics, trade policies, and supply chain disruptions
- Module 14: Sustainable Procurement and Corporate Social Responsibility (09:45 - 11:15) • Incorporating sustainability into procurement strategies • Ethical sourcing and promoting corporate social responsibility (CSR) • Aligning procurement with environmental and social goals
- Module 15: Final Workshop - Developing a Comprehensive Procurement Strategy (11:30 - 01:00) • Participants will develop a comprehensive procurement strategy for a hypothetical organization

Certification

Upon successful completion of this course, participants will receive a Certificate of Completion in 5-day Mini MBA in Procurement, demonstrating their ability to design and implement advanced procurement strategies that optimize business operations and performance.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

In-House / Customized Training

Interested in running this course for your team?

Please contact us:

TEL:

+601116373203

EMAIL:

info@mawaevents.net

© Material published by MAWA Events shown here is copyrighted. All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.