MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

PROCUREMENT & SOURCING BEST PRACTICES: MASTERY OF PROCUREMENT & SOURCING

"Achieve Strategic Procurement Excellence Through Modern Sourcing Approaches"

Schedule

Date	Venue	Fees (Face-to-Face)
03 – 05 Jun 2026	Dubai, UAE	USD 2495 per delegate
05 – 07 Aug 2026	Dubai, UAE	USD 2495 per delegate
01 – 03 Sep 2026	Muscat, Oman	USD 2495 per delegate

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

Introduction

As global supply chains become more complex and competitive, procurement professionals must adopt strategic sourcing practices to maximize value and reduce risk. Moving beyond tactical purchasing, this course delivers modern approaches to procurement planning, supplier evaluation, contract negotiation, and performance management.

Participants will learn how to apply procurement best practices, use digital tools, and build strong vendor relationships. Practical exercises and case studies will guide participants in enhancing sourcing efficiency and aligning procurement goals with broader organizational strategies.

Objectives

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

- Understand the strategic role of procurement and sourcing in organizational success
- Apply structured sourcing methodologies for supplier selection and evaluation
- Analyze total cost of ownership and value-based procurement
- Conduct effective supplier negotiations and manage contracts
- Monitor supplier performance and drive continuous improvement

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Why Attend

- Learn how to optimize procurement value beyond just cost-saving
- Develop a toolkit for sourcing strategy, vendor management, and contract control
- Gain insight into ethical and sustainable procurement practices
- Improve internal stakeholder collaboration and procurement alignment
- Get hands-on experience with templates, tools, and negotiation tactics

Target Audience

This program is designed for:

- Procurement and sourcing officers, specialists, and buyers
- Contract and supply chain professionals involved in vendor selection and management
- Project managers, finance officers, and department heads with procurement responsibility
- Anyone seeking to upgrade procurement performance using global best practices

Individual Benefits

Key competencies that will be developed include:

- Strategic thinking in procurement and sourcing decisions
- Supplier market analysis and prequalification
- Advanced negotiation, vendor scorecarding, and supplier risk mitigation
- Cost analysis and procurement performance metrics
- Use of RFPs, RFQs, and e-procurement tools

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved procurement planning and budget efficiency
- Higher quality and reliability in goods and services sourced
- Better alignment of procurement with corporate goals and compliance standards
- Stronger supplier relationships and reduced risk exposure
- Enhanced transparency, accountability, and audit-readiness

Instructional Methodology

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

- Strategy Briefings – Key concepts in strategic sourcing and procurement policy
- Case Studies – Lessons from public and private sector procurement success
- Workshops – Practical exercises in vendor evaluation and negotiations
- Peer Exchange – Sharing sourcing challenges and best practice comparisons
- Tools – Templates for sourcing plans, supplier assessments, and procurement KPIs

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Course Outline

DETAILED 3-DAY COURSE OUTLINE

Training Hours: 7:30 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 Strategy & Sourcing Frameworks

- Module 1: Procurement as a Strategic Function (07:30 – 09:30) • Transition from operational to strategic procurement • Key procurement levers and cost-saving models • Aligning sourcing with corporate objectives
- Module 2: Sourcing Processes & Models (09:45 – 11:15) • Category management and sourcing lifecycle • Make-or-buy decisions and supplier market research • RFx processes and bid management
- Module 3: Vendor Selection & Prequalification (11:30 – 01:00) • Creating evaluation criteria and scoring models • Compliance and due diligence checks • Shortlisting vendors through prequalification
- Module 4: Workshop – Sourcing Plan Simulation (02:00 – 03:30) • Participants develop a sourcing strategy for a real-world case

Day 2: Supplier Evaluation, Cost Analysis, and Negotiation

- Module 1: Total Cost of Ownership (TCO) (07:30 – 09:30) • Cost elements beyond purchase price • Cost modeling tools and price benchmarking • Assessing procurement value over time
- Module 2: Negotiation Techniques & Strategies (09:45 – 11:15) • Planning and structuring negotiation discussions • Identifying win-win outcomes and trade-offs • Role-playing buyer-supplier negotiations
- Module 3: Supplier Performance Measurement (11:30 – 01:00) • Scorecards, KPIs, and supplier development • Non-performance issues and corrective actions • Communication protocols with vendors
- Module 4: Workshop – Negotiation & Supplier Scoring (02:00 – 03:30) • Teams simulate negotiation and develop a supplier performance dashboard

Day 3: Risk, Ethics, Contracting, and E-Procurement

- Module 1: Procurement Risk & Compliance (07:30 – 09:30) • Identifying procurement risks: delivery, legal, financial • Mitigation strategies and risk registers • Regulatory and internal compliance management
- Module 2: Ethical & Sustainable Procurement (09:45 – 11:15) • Supplier code of conduct and ESG factors • Green procurement and social responsibility • Avoiding fraud and conflict of interest
- Module 3: Contracts & Legal Aspects (11:30 – 01:00) • Drafting basics: clauses, SLAs, penalties • Contract administration and renewal • Handling disputes and contract closeout
- Module 4: Final Review & e-Procurement Tools (02:00 – 03:30) • Introduction to e-procurement platforms and digital sourcing • Summary of learning points • Personal action planning and Q&A

Certification

Participants will receive a Certificate of Completion in Procurement & Sourcing Best Practices, confirming their expertise in procurement planning, sourcing strategies, vendor management, and performance optimization in line with global procurement standards.

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.

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