MAWA EVENTS

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

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

STRATEGIC PROCUREMENT S KILLS FOR COMPETITIVE ADVANTAGE

"Transform Procurement from a Cost Center into a Strategic Driver of Business Success."

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

In today's fast-paced and globally connected marketplace, procurement is no longer a back-office function—it's a core strategic capability that determines a company's profitability, sustainability, and market agility. Strategic procurement focuses on aligning purchasing decisions with organizational goals, building long-term supplier relationships, and leveraging data-driven insights for better negotiation and cost control.

The Strategic Procurement Skills for Competitive Advantage course equips professionals with the expertise to optimize sourcing strategies, manage supplier performance, and create measurable value across the supply chain. Participants will gain the tools and frameworks to move beyond transactional buying and become proactive strategists who drive organizational growth and resilience.

Objectives

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

- Understand the evolving role of procurement in achieving competitive advantage.
- Develop strategic sourcing and supplier relationship management frameworks.
- Apply cost analysis, value engineering, and total cost of ownership principles.
- Utilize procurement analytics for better decision-making and forecasting.
- Implement sustainable and ethical procurement practices.
- Enhance negotiation, communication, and contract management skills.
- Design procurement performance metrics and KPIs.
- Align procurement strategy with overall business and supply chain goals.

MAWA EVENTS

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

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

Why Attend

Organizations that master strategic procurement achieve not only cost savings but also innovation, risk reduction, and operational excellence. This course empowers procurement professionals to transition from tactical buyers to strategic business partners who drive measurable results.

By attending, you'll learn practical tools to make procurement decisions that enhance value, strengthen supplier partnerships, and improve competitiveness in both domestic and global markets.

Target Audience

This course is designed for:

- Procurement and Purchasing Managers
- Supply Chain and Sourcing Professionals
- Contract and Vendor Management Executives
- Operations and Project Managers
- Financial Controllers involved in procurement strategy
- Anyone responsible for supplier relations or procurement performance

Individual Benefits

- Master the latest procurement strategies and analytical tools.
- Improve negotiation and supplier evaluation capabilities.
- Learn to implement sustainable and cost-effective procurement policies.
- Gain confidence in managing high-value, complex sourcing projects.
- Strengthen decision-making through data-driven insights.
- Enhance your professional credibility and career advancement prospects.

Organizational Benefits

- Reduce procurement costs and improve supplier performance.
- Align procurement operations with long-term strategic objectives.
- Enhance transparency, compliance, and accountability.
- Foster innovation through effective supplier collaboration.
- Minimize risks associated with global sourcing and supply chain disruption.
- Build a culture of strategic, value-based purchasing within the organization.

Instructional Methodology

The course uses an interactive, results-focused learning approach that includes:

- Expert-led discussions and case studies
- Practical group exercises and real-life simulations
- Procurement strategy mapping and scenario planning
- Negotiation role-plays and supplier management workshops
- Performance analysis and KPI design sessions
- Action-based assignments with feedback from instructors

MAWA EVENTS

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

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

Course Outline

Module 1: The Strategic Role of Procurement in Modern Business

Module 2: Procurement Planning, Strategy, and Policy Development

Module 3: Strategic Sourcing and Supplier Relationship Management

Module 4: Negotiation Skills and Contract Management Best Practices

Module 5: Procurement Cost Analysis and Value Engineering

Module 6: Risk, Ethics, and Sustainability in Global Procurement

Module 7: Procurement Performance Measurement and KPIs

Module 8: Technology and Data Analytics in Procurement

Module 9: Case Studies on World-Class Procurement Strategies

Module 10: Action Plan for Implementing Strategic Procurement Excellence

Certification

Upon successful completion, participants will receive a Certificate in Strategic Procurement Skills for Competitive Advantage, recognizing their expertise in transforming procurement processes into a key source of value creation and competitive strength for their organizations.

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**

Follow us: **Facebook** **Twitter** **YouTube** **LinkedIn** **Instagram**

© 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.