

## ADVANCED PROCUREMENT SKILLS

*“Enhance Strategic Sourcing, Supplier Management, and Negotiation Expertise for Procurement Excellence.”*

### Schedule

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

► **Available delivery methods:** In-House Training

### Introduction

In today’s competitive and globalized environment, procurement plays a vital strategic role in driving organizational efficiency, cost optimization, and supply chain resilience. Traditional purchasing is no longer enough — professionals must now master advanced procurement strategies, risk management, and supplier relationship optimization to deliver real business value.

The Advanced Procurement Skills course is designed for procurement and supply chain professionals who aim to elevate their strategic and operational capabilities. The program covers advanced sourcing techniques, category management, contract performance, negotiation, and sustainability practices. It focuses on developing the analytical, commercial, and leadership skills needed to manage complex procurement functions and achieve excellence in performance, governance, and results.

### Objectives

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

- Understand the principles of strategic procurement and supply management.
- Apply advanced sourcing, tendering, and supplier selection techniques.
- Develop and implement category management strategies.
- Manage supplier performance, risk, and sustainability issues.
- Conduct high-level contract negotiation and cost management.
- Integrate procurement with corporate strategy and value creation.
- Use data and analytics for informed procurement decision-making.
- Build collaborative supplier relationships for long-term success.

## Why Attend

Procurement today is a core strategic function, impacting profitability, sustainability, and competitiveness. This course equips professionals with advanced tools, frameworks, and practical skills to navigate complex procurement challenges and deliver measurable results. Whether you work in the public or private sector, this training will help you transition from a transactional buyer to a strategic business partner driving organizational success.

## Target Audience

This course is suitable for:

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Contract and Category Managers
- Sourcing Specialists and Supplier Relationship Managers
- Project and Operations Managers
- Financial and Commercial Officers involved in procurement activities
- Anyone responsible for managing procurement or supplier performance

## Individual Benefits

- Gain advanced knowledge of strategic procurement processes.
- Improve analytical, commercial, and negotiation skills.
- Develop the ability to manage high-value and complex sourcing projects.
- Enhance professional credibility and career advancement opportunities.
- Learn to apply best practices in sustainable and ethical procurement.
- Build confidence in using data-driven procurement tools and methodologies.

## Organizational Benefits

- Optimize procurement costs while ensuring quality and compliance.
- Strengthen supplier relationships and improve performance.
- Minimize procurement and supply chain risks.
- Increase transparency, accountability, and governance in procurement.
- Support corporate sustainability and social responsibility goals.
- Enhance strategic alignment between procurement and business objectives.

## Instructional Methodology

The course is delivered through a blend of interactive and practical learning, including:

- Real-world procurement case studies and scenarios
- Group workshops and problem-solving exercises
- Interactive lectures and strategy sessions
- Role-playing and negotiation simulations
- Supplier evaluation and performance analysis exercises
- Continuous feedback and peer learning discussions

## Course Outline

- Module 1: The Role of Procurement in Strategic Business Management
- Module 2: Advanced Sourcing and Tendering Techniques
- Module 3: Category Management and Spend Analysis
- Module 4: Supplier Evaluation, Selection, and Relationship Management
- Module 5: Advanced Negotiation Strategies for Procurement Professionals
- Module 6: Contract Management and Performance Monitoring
- Module 7: Managing Risk, Ethics, and Compliance in Procurement
- Module 8: Sustainable and Responsible Procurement Practices
- Module 9: Digital Procurement and Data Analytics
- Module 10: Capstone Workshop – Designing and Executing a Strategic Procurement Plan

## Certification

Upon successful completion, participants will receive a Certificate in Advanced Procurement Skills, recognizing their advanced capabilities in strategic sourcing, supplier management, and procurement leadership.

## 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:

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