

ADVANCED SOURCING - (LEVEL 3 - ADVANCED)

"Master Strategic Sourcing, Supplier Optimization, and Value-Driven Procurement Strategies"

Schedule

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

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

Introduction

In a rapidly evolving global market, sourcing is no longer a simple process of buying goods and services — it has become a strategic function that drives competitiveness, innovation, and organizational success. Advanced sourcing requires a deep understanding of market intelligence, supplier performance, risk management, and cost optimization.

The Advanced Sourcing (Level 3 – Advanced) course is designed for experienced procurement and supply chain professionals who wish to move beyond basic purchasing to strategic sourcing leadership. This course provides a comprehensive framework for analyzing sourcing categories, developing supplier strategies, managing global supply risks, and leveraging technology for better sourcing decisions. Through practical exercises and real-world case studies, participants will learn how to deliver measurable business value through advanced sourcing practices.

Objectives

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

- Apply advanced sourcing methodologies and strategic frameworks.
- Conduct market analysis, spend analysis, and supplier segmentation.
- Develop category strategies and long-term sourcing plans.
- Evaluate and select suppliers using multi-criteria decision-making tools.
- Lead complex sourcing projects and cross-functional sourcing teams.
- Manage supplier performance, innovation, and collaboration.
- Integrate sustainability and risk management into sourcing strategies.
- Utilize digital tools, e-sourcing platforms, and data analytics for sourcing excellence.

Why Attend

As global supply chains become more dynamic and competitive, sourcing professionals must evolve from transactional roles to strategic partners who deliver value, innovation, and resilience. This advanced course empowers participants with the analytical tools, commercial acumen, and leadership skills to drive strategic sourcing outcomes. It equips you to make informed, data-backed decisions that strengthen supplier relationships, reduce costs, and align sourcing with business goals.

Target Audience

This course is suitable for:

- Procurement and Sourcing Managers
- Category and Supply Chain Managers
- Contract and Commercial Managers
- Strategic Buyers and Sourcing Analysts
- Supplier Relationship and Vendor Managers
- Operations and Project Managers involved in sourcing decisions
- Professionals aiming to advance into strategic procurement leadership roles

Individual Benefits

- Gain mastery in developing and executing advanced sourcing strategies.
- Improve ability to analyze supplier markets and assess total cost of ownership.
- Enhance negotiation, collaboration, and relationship management skills.
- Strengthen analytical and decision-making capabilities.
- Learn to incorporate sustainability and innovation into sourcing activities.
- Increase professional credibility and career growth in procurement and supply chain management.

Organizational Benefits

- Achieve significant cost savings and operational efficiency.
- Strengthen supplier partnerships and innovation potential.
- Minimize supply risks through strategic sourcing and diversification.
- Enhance sourcing governance, transparency, and compliance.
- Integrate sustainability and corporate responsibility in sourcing operations.
- Improve overall procurement maturity and alignment with strategic business objectives.

Instructional Methodology

The course combines theory with practical, interactive learning through:

- Real-world sourcing and supplier management case studies
- Group workshops and category strategy simulations
- Analytical exercises and market research applications
- Instructor-led discussions and peer collaboration
- E-sourcing and data-driven decision-making demonstrations
- Continuous assessment, feedback, and applied learning projects

Course Outline

- Module 1: The Role of Strategic Sourcing in Modern Procurement
- Module 2: Advanced Market and Spend Analysis Techniques
- Module 3: Category Strategy Development and Implementation
- Module 4: Supplier Evaluation, Segmentation, and Selection
- Module 5: Total Cost of Ownership and Value Analysis
- Module 6: Negotiation and Relationship Management in Sourcing
- Module 7: Global Sourcing, Risk, and Compliance Management
- Module 8: Sustainable and Ethical Sourcing Practices
- Module 9: Digital Sourcing Tools, Analytics, and e-Procurement Platforms
- Module 10: Capstone Project – Designing a Comprehensive Strategic Sourcing Plan

Certification

Upon successful completion, participants will receive a Certificate in Advanced Sourcing (Level 3 – Advanced), recognizing their expertise in strategic sourcing, supplier optimization, and value-focused 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?

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