

General Management of Procurement & Budget Analysis Course

2027 000000 1 – 2026 000000 28
Kuala Lumpur (Malaysia)

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Day 3: Negotiation Strategies and Supplier Management

- Advanced negotiation techniques for procurement professionals
- Best practices in supplier relationship management
- Evaluating supplier performance and implementing improvement plans
- Collaborative approaches to value creation with suppliers

Day 4: Risk Management and Compliance

- Identifying and mitigating procurement and supply chain risks
- Compliance and ethical considerations in procurement
- Contract management and legal frameworks
- Sustainable and responsible procurement practices

Day 5: Digital Transformation and Innovation in Procurement

- E-procurement systems and digital tools for efficiency
- Using data analytics to gain procurement insights
- Emerging technologies, including AI and blockchain, in procurement
- Change management strategies for successful procurement transformation

Training Methodology

This program blends theoretical knowledge with practical exercises to ensure actionable learning:

- Case studies on strategic procurement and supplier management
- Hands-on exercises in budget analysis, cost modeling, and contract evaluation
- Interactive simulations of negotiation and risk mitigation scenarios
- Group discussions on digital tools, innovation, and procurement transformation strategies

Beyond the Course

Participants will leave the program able to:

- Develop a strategic procurement plan aligned with organizational objectives.
- Create a comprehensive supplier evaluation and management framework.
- Design a risk assessment and mitigation strategy for procurement operations.
- Implement data-driven decision-making approaches for optimized procurement outcomes.
- Leverage digital tools and emerging technologies to enhance procurement efficiency and innovation.

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A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) positioned on it. The board is white and black, and the pieces are gold and silver. The graphic is located in the bottom right corner of the page.