

The Complete Course on Purchasing Management Excellence

2026 13 - 9
Malaga (Spain)

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Day 3: Cost Management and Value Analysis

- Total Cost of Ownership TCO analysis
- Value engineering and value analysis techniques
- Cost reduction strategies
- Negotiation tactics for optimizing costs and agreements

Day 4: E-Procurement and Digital Transformation

- Implementing e-procurement systems and processes
- Leveraging data analytics to improve procurement decisions
- Blockchain applications in procurement
- Emerging technologies shaping the future of supply chain management

Day 5: Performance Measurement and Continuous Improvement

- Developing KPIs to track purchasing performance
- Benchmarking and analyzing procurement metrics
- Continuous improvement methodologies for procurement functions
- Change management strategies for procurement transformation

Individual Impact

Participants will leave the course with:

- A practical strategic sourcing plan for a key category.
- Tools to evaluate suppliers and implement performance improvement programs.
- Skills to design cost reduction initiatives using advanced analysis techniques.
- Knowledge to integrate digital solutions into procurement for efficiency and transparency.

Organizational Impact

Organizations will benefit from:

- Stronger supplier relationships and improved contract terms.
- Optimized procurement processes that reduce costs and create value.
- Data-driven decision-making through KPIs and performance measurement.
- Enhanced readiness for digital transformation in purchasing operations.

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, arranged on it. The board is white and black, and the pieces are gold and silver.

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Training Methodology

- Interactive lectures and case studies based on real-world scenarios
- Hands-on exercises in strategic sourcing, supplier evaluation, and cost analysis
- Group discussions and problem-solving workshops
- Action planning for practical implementation within participants' organizations

Beyond the Course

By the end of the five days, participants will be prepared to:

- Lead strategic purchasing initiatives with confidence and impact.
- Apply advanced supplier management and cost optimization techniques.
- Drive procurement digitalization and process improvements.
- Contribute to organizational efficiency, competitiveness, and long-term value creation.

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