Certified Procurement Professional: Mastering Best Practices

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Brussels (Belgium)



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Ref: 20222907_248606_31 Location: Brussels (Belgium) Fees: 5200 GBP

Course Description

This intensive 1-week course provides a comprehensive overview of modern procurement practices. Participants will gain in-depth knowledge of strategic sourcing, negotiation techniques, risk management, and ethical considerations in supply chain operations. The program is designed to equip professionals with the skills needed to excel in today's complex procurement landscape.

Learning Objectives

- Develop strategic sourcing plans to optimize supply chain efficiency
- Master advanced negotiation techniques for cost savings and value creation
- Implement effective risk management strategies in procurement processes
- Apply ethical practices and compliance measures in supply chain operations
- Utilize data analytics for informed decision-making in procurement

Course Modules

Day 1: Foundations of Strategic Procurement

- Evolution of procurement and its strategic importance
- Key principles of strategic sourcing
- Procurement process optimization
- Stakeholder management in procurement

Day 2: Advanced Negotiation Techniques

- Negotiation strategies and tactics
- Power dynamics in supplier relationships
- Win-win negotiation approaches
- Cultural considerations in global procurement

Day 3: Risk Management in Procurement

- Identifying and assessing supply chain risks
- Risk mitigation strategies
- Supplier performance management
- Business continuity planning



Day 4: Ethical Practices and Compliance

- Ethical considerations in procurement
- Anti-corruption measures and compliance
- Sustainable and responsible sourcing
- Corporate social responsibility in supply chains

Day 5: Data Analytics and Technology in Procurement

- Leveraging data for procurement insights
- E-procurement systems and digital transformation
- Blockchain and its impact on supply chains
- Emerging technologies in procurement

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category in your organization
- Create a risk management framework for your procurement processes
- Design an ethical procurement policy aligned with best practices
- Implement a data-driven approach to supplier selection and evaluation

