

Certified Procurement Manager: Strategic Sourcing Excellence

2027 000000 23 – 19
Orlando, Florida (USA)

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Day 4: Contract Management and Negotiation

- Contract types and key terms in procurement agreements
- Advanced negotiation strategies and tactics
- Managing contract performance and disputes
- Legal and compliance considerations in procurement

Day 5: Procurement Analytics and Innovation

- Key performance indicators KPIs for procurement excellence
- Spend analysis and opportunity assessment
- Emerging technologies in procurement AI, blockchain, IoT
- Change management and continuous improvement in procurement

Practical Wins for Participants

- Develop a strategic sourcing plan for a key category in your organization
- Create a supplier scorecard and performance improvement program
- Conduct a successful negotiation simulation using advanced techniques
- Design a procurement innovation roadmap for your company

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. In the background, there are concentric circles and the text 'UK Training PARTNER'.

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