

# Certified Procurement Professional: Strategic Sourcing

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Amsterdam (Netherlands)

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## Certified Procurement Professional: Strategic Sourcing

**R20223088 | 204854** **Location:** Amsterdam (Netherlands) **Fees:** 5200 GBP

### Course Description

This comprehensive 5-day course equips procurement professionals with advanced skills in strategic sourcing, supplier relationship management, and global supply chain optimization. Participants will learn to drive cost savings, mitigate risks, and enhance organizational value through effective procurement practices.

### Learning Objectives

- Develop and implement strategic sourcing methodologies
- Optimize supplier relationships and performance management
- Analyze and mitigate supply chain risks
- Apply best practices in contract negotiation and management
- Leverage technology for procurement process improvement

### 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: Supplier Relationship Management

- Supplier selection and evaluation criteria
- Developing effective supplier partnerships
- Supplier performance measurement and improvement
- Managing supplier risks and compliance

#### Day 3: Advanced Negotiation Techniques

- Negotiation strategies and tactics
- Power dynamics in procurement negotiations
- Multi-party and complex negotiations
- Contract terms and conditions mastery

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A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board is checkered, and there are concentric circles in the background.

#### **Day 4: Risk Management in Procurement**

- Identifying and assessing supply chain risks
- Risk mitigation strategies and contingency planning
- Compliance and ethical considerations
- Business continuity in procurement

#### **Day 5: Technology and Innovation in Procurement**

- E-procurement systems and digital transformation
- Data analytics for procurement decision-making
- Emerging technologies: AI, blockchain, IoT in procurement
- Sustainable and green procurement practices

#### **Practical Wins for Participants**

- Develop a strategic sourcing plan for a key category
- Create a supplier scorecard and performance improvement program
- Design a risk mitigation strategy for critical suppliers
- Implement a procurement technology roadmap for your organization