

Certified Procurement Professional: Strategic Sourcing

2027 26 – 22
Rome (Italy)

UK Traininig

PARTNER



Certified Procurement Professional: Strategic Sourcing

~~R20223088_204877~~ Location: Rome (Italy) 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

UK Training

PARTNER

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles.

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

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in gold and silver. The board is checkered and has a subtle grid pattern. The text 'UK Training' is in a small, sans-serif font, and 'PARTNER' is in a large, bold, sans-serif font, both in black.

UK Training
PARTNER