Strategic Sourcing

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Kuwait City (Kuwait)



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Why This Course

In an era defined by global competition, market volatility, and technological disruption, organizations must evolve procurement from a transactional function to a strategic enabler of business growth and resilience.

Strategic sourcing is at the core of that evolution — optimizing supplier selection, total cost, and long-term partnerships to maximize value creation and minimize risk.

The Strategic Sourcing program equips participants with the frameworks, analytical tools, and negotiation strategies to plan, execute, and manage high-impact sourcing initiatives.

It integrates category management, cost modeling, supplier collaboration, and digital transformation, enabling professionals to build sourcing systems that support performance, innovation, and sustainability.

Through data-driven workshops, simulations, and global case studies, participants will learn how to design sourcing strategies that deliver measurable competitive advantage.

What You'll Learn and Practice

By joining this program, you will:

- Understand the principles, objectives, and process of strategic sourcing.
- Develop category strategies based on business and market intelligence.
- Conduct spend analysis, supplier evaluation, and cost optimization.
- Learn sourcing models — competitive bidding, collaborative partnerships, and global sourcing.
- Apply Total Cost of Ownership TCO and value-based decision frameworks.
- Strengthen negotiation and supplier relationship management skills.
- Integrate digital tools, analytics, and automation into sourcing decisions.
- Build a sustainable, agile, and future-ready sourcing strategy.



The Program Flow

Day 1: Foundations of Strategic Sourcing

- The evolution from traditional purchasing to strategic sourcing.
- The role of sourcing in enterprise performance and competitiveness.
- Sourcing models and strategies: centralized, decentralized, hybrid.
- Strategic sourcing framework — from spend analysis to performance measurement.
- Case study: How global leaders transformed procurement through strategic sourcing.

Day 2: Spend Analysis and Category Strategy Development

- Spend on data collection, classification, and analysis techniques.
- Identifying sourcing opportunities and priorities.
- Category segmentation and portfolio analysis Kraljic Matrix.
- Building category strategies aligned with business goals.
- Workshop: Developing a category strategy for a selected spend area.

Day 3: Supplier Evaluation, Selection, and Cost Management

- Supplier identification and prequalification.
- Evaluation models — weighted scoring, performance metrics, and risk assessment.
- Cost breakdown and Total Cost of Ownership TCO analysis.
- Benchmarking and should-cost modeling.
- Simulation: Conducting supplier evaluation and award decision for a complex sourcing project.

Day 4: Negotiation, Collaboration, and Contracting

- Strategic negotiation techniques for value and relationship building.
- Balancing competitive sourcing with long-term collaboration.
- Developing SLAs Service Level Agreements and performance clauses.
- Contract lifecycle management and governance.
- Group activity: Simulated negotiation and contract development with multiple supplier profiles.

Day 5: Digital Sourcing, Sustainability, and Future Trends

- E-sourcing platforms, automation, and AI in strategic sourcing.
- Data analytics for predictive sourcing and supplier insights.
- Integrating sustainability, ESG, and ethical sourcing principles.
- The future of sourcing — innovation ecosystems and digital collaboration.
- Final project: Developing a Strategic Sourcing roadmap for your organization.



Individual Impact

- Gain deep expertise in strategic sourcing principles and methodologies.
- Strengthen analytical, negotiation, and strategic decision-making skills.
- Learn to apply data-driven tools for cost and performance optimization.
- Build confidence in managing supplier networks and complex sourcing projects.
- Position yourself as a Strategic Sourcing Leader capable of driving business transformation and sustainable value.

Work Impact

- Reduce procurement costs while enhancing quality and reliability.
- Improve supplier performance, innovation, and compliance.
- Strengthen supply chain agility and risk management.
- Increase transparency and accountability in sourcing decisions.
- Build a sustainable sourcing framework aligned with organizational strategy.

Training Methodology

This program combines strategic insight, analytical rigor, and real-world application to ensure both mastery and measurable results.

Learning methods include:

- Case studies from global sourcing and procurement success stories.
- Interactive workshops on category management and cost analysis.
- Negotiation simulations and supplier evaluation exercises.
- Group projects on digital transformation and sustainability integration.
- Toolkits, scorecards, and sourcing templates for professional use.

Beyond the Course

Upon completion, participants will be equipped to design, execute, and sustain strategic sourcing programs that deliver cost efficiency, innovation, and resilience across the value chain.

Graduates of this program will emerge as Strategic Sourcing Professionals — capable of transforming procurement into a powerful driver of competitive advantage and long-term business value.

