Purchasing Management Specialist: Mastering Procurement

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Doha (Qatar)



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Ref: 20222158_234835 Duration: Doha (Qatar) Fees: 4200 GBP

Why This Course

Procurement has evolved into a strategic function that directly impacts cost efficiency, supplier performance, and overall business value. Organizations increasingly rely on procurement professionals to drive savings, strengthen supplier partnerships, and support data-driven decision-making.

This intensive 1-week program is designed to build advanced capabilities in strategic sourcing, supplier management, and cost optimization. It combines proven frameworks with practical applications, enabling participants to deliver measurable results and elevate procurement performance.

What You'll Learn and Practice

By joining this program, you will:

- Develop and implement effective strategic sourcing plans.
- Strengthen supplier relationships and performance management.
- Apply advanced negotiation techniques to reduce costs.
- Use data analytics to support procurement decisions.
- Ensure ethical and compliant procurement practices.

The Program Flow

Day 1: Strategic Sourcing Fundamentals

- Understanding the role of strategic sourcing in procurement.
- Analyzing spend and managing procurement categories.
- Applying structured sourcing processes and methodologies.
- Developing sourcing strategies aligned with business goals.

Day 2: Supplier Relationship Management

- Evaluating and selecting suppliers effectively.
- Defining performance metrics and scorecards.
- Building collaborative and long-term supplier partnerships.
- Managing risks within the supply chain.



Day 3: Negotiation and Contract Management

- Preparing for negotiations with clear objectives.
- Applying effective negotiation tactics and strategies.
- Understanding contract types and key terms.
- Monitoring contract performance and compliance.

Day 4: Cost Optimization and Value Creation

- Applying total cost approaches to procurement decisions.
- Identifying opportunities for cost reduction and avoidance.
- Using value-focused approaches to improve outcomes.
- Integrating sustainable procurement practices.

Day 5: Data Analytics and Technology in Procurement

- Using analytics to measure and improve procurement performance.
- Applying procurement tools and digital systems.
- Exploring emerging technologies and their impact.
- Supporting digital transformation in procurement functions.

Individual Impact

- Strengthen your strategic approach to procurement.
- Improve your negotiation and supplier management skills.
- Build confidence in using data for decision-making.
- Enhance your ability to deliver measurable cost savings.

Organizational Impact

- Reduce procurement costs and improve efficiency.
- Strengthen supplier performance and collaboration.
- Enhance transparency and control in procurement processes.
- Support long-term value creation and competitiveness.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement scenarios and case studies.
- Interactive workshops and negotiation exercises.
- Spend analysis and cost optimization activities.
- Tools and templates for immediate application.



Beyond the Course

By the end of this program, participants will be equipped with the tools and strategies needed to enhance procurement performance.

They will return ready to:

- Develop and implement strategic sourcing plans.
- Strengthen supplier relationships and performance tracking.
- Apply negotiation techniques to achieve better outcomes.
- Use data and technology to drive continuous improvement.

This course enables professionals to position procurement as a strategic driver of value—delivering efficiency, innovation, and sustainable business success.

