Certified Procurement Manager: Strategic Sourcing Excellence

2027 □□□□□ 8 – 4
Doha (Qatar)



Certified Procurement Manager: Strategic Sourcing Excellence

Ref: 20220918_28743 Location: Doha (Qatar) Fees: 4200 GBP

Course Description

This intensive 1-week Certified Procurement Manager course equips professionals with advanced skills in strategic sourcing, supplier management, and contract negotiation. Participants will learn to optimize procurement processes, mitigate risks, and drive value across the supply chain. The course combines theory with practical case studies to prepare attendees for procurement leadership roles.

Learning Objectives

- Develop and implement strategic procurement plans aligned with organizational goals
- Master advanced negotiation techniques for securing favorable contracts
- Implement best practices in supplier relationship management and performance evaluation
- Analyze and mitigate supply chain risks using modern procurement tools and technologies
- Apply ethical standards and compliance measures in procurement operations

Course Modules

Day 1: Foundations of Strategic Procurement

- Evolution of procurement and its strategic importance
- Procurement process optimization and best practices
- Stakeholder management and cross-functional collaboration
- Procurement's role in organizational strategy and value creation

Day 2: Advanced Sourcing Strategies

- Strategic sourcing methodologies and category management
- Global sourcing considerations and challenges
- Total cost of ownership TCO analysis
- E-procurement and digital transformation in sourcing

Day 3: Supplier Relationship Management

- Supplier segmentation and performance evaluation
- Collaborative supplier development programs
- Risk management in the supply base
- Sustainable and ethical sourcing practices



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

