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Strategies & Techniques in Purchasing Management

PIK792-0127 TRK-IST-1

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Place	: Istanbul	**Venue**	: Levni Hotel (Hoca Pa?a, Mahallesi, Ankara Cd. No:12, 34110 Fatih/?stanbul, TURKEY) - TBC		
Start Date	: 25-01-2027	**End Date**	: 29-01-2027	**PPP**	: £4750

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If you can't train them, you can't blame them!

Short Description:

This training program aims to furnish participants with a comprehensive understanding of sophisticated strategies and techniques in the realm of purchasing management. Through this initiative, participants will delve into advanced concepts that are essential for optimising purchasing processes. The curriculum is structured to empower individuals to critically analyse their current practices and identify areas for improvement, ensuring that they are well-equipped to meet the evolving demands of the market. Furthermore, this program emphasizes the importance of driving greater value and efficiency within organisations. By adopting advanced purchasing strategies, participants will learn how to leverage their purchasing functions effectively, contributing to overall organisational success. The knowledge gained from this training will not only enhance individual capabilities but also foster a culture of continuous improvement within teams, ultimately leading to improved performance and competitiveness in the marketplace.

Course Overview:

At the end of this program, participants will be able to:

- Develop and implement advanced purchasing strategies.
- Manage supplier relationships and performance effectively.
- Conduct comprehensive cost analysis and identify cost-saving initiatives.
- Master advanced negotiation techniques for improved procurement outcomes.
- Utilise technology to streamline purchasing processes.
- Apply best practices to enhance overall purchasing performance.
- Evaluate and adjust purchasing strategies based on market trends and supplier performance.

TARGET AUDIENCE

- Purchasing managers and officers.
- Procurement specialists.
- Supply chain managers.
- Operations managers.
- Buyers and sourcing professionals.
- Individuals seeking to advance their careers in purchasing.
- Individuals seeking to advance their careers in procurement.

Program Outline:

DAY 1: Strategic Purchasing Management

1. Overview of advanced purchasing concepts and methodologies.
2. Crafting a strategic purchasing roadmap.
3. Integrating purchasing with organisational aims and objectives.
4. Managing risks associated with purchasing.

5. Analysis of successful strategic purchasing case studies.

DAY 2: Supplier Relationship Management

1. Establishing and nurturing robust supplier partnerships.
2. Evaluating and enhancing supplier performance.
3. Forming strategic alliances and collaborating with suppliers.
4. Resolving conflicts and handling disputes with suppliers.
5. Strategies for effective communication with suppliers.

DAY 3: Cost Analysis and Management

1. Performing cost analysis and pinpointing cost drivers.
2. Strategies and methods for cost reduction.
3. Analysis of total cost of ownership (TCO).
4. Conducting value analysis and value engineering in procurement.
5. Instruments for monitoring and managing procurement expenses.

DAY 4: Advanced Negotiation Skills

1. Sophisticated negotiation strategies and techniques.
2. Preparing for intricate negotiation scenarios.
3. Approaches for win-win negotiations.
4. Navigating multi-party and cross-functional negotiations.
5. Simulation exercises and role-playing for negotiation practice.

DAY 5: Technology in Purchasing

1. Introduction to e-procurement systems and tools.
2. Implementing procurement automation and software solutions.
3. Utilising data analytics for decision-making in purchasing.
4. Exploring blockchain and other emerging technologies in procurement.
5. Anticipating future trends and innovations in purchasing technology.