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Procurement & Supply Chain Management

PIK798-1027 SWT-G-1

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Place	: Geneva	**Venue**	: Hotel Strasbourg (10, Rue Pradier, Geneva 1201, SWITZERLAND) - TBC		
Start Date	: 04-10-2027	**End Date**	: 08-10-2027	**PPP**	: £5100

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

Short Description:

The training program in Strategic Purchasing and Supply Management aims to provide participants with essential skills and knowledge necessary for excelling in procurement and supply chain management. By focusing on the intricacies of procurement processes, the program fosters a comprehensive understanding of supplier relationships, negotiation tactics, and strategic sourcing. This foundational knowledge is critical for professionals seeking to enhance their effectiveness in managing purchasing activities within their organisations. Moreover, the program seeks to develop participants' abilities to contribute significantly to organisational success through improved management of supply chain dynamics. By equipping individuals with the tools to analyse market trends, manage supplier performance, and implement cost-effective purchasing strategies, the training empowers participants to drive efficiency and innovation. Ultimately, this program is designed to cultivate a workforce capable of navigating the complexities of supply chain management in today's competitive business environment.

Course Overview:

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

- Understand the strategic importance of purchasing and supply management.
- Implement best practices in procurement processes.
- Develop and maintain strategic supplier relationships.
- Optimise supply chain efficiency and effectiveness.
- Utilise tools and techniques for strategic decision-making in procurement.
- Analyse market trends to inform purchasing strategies.
- Assess risk management within the supply chain.

TARGET AUDIENCE

- Procurement Managers.
- Procurement Officers.
- Supply Chain Professionals.
- Purchasing Specialists.
- Inventory Managers.
- Individuals involved in procurement.
- Individuals involved in supply management roles.

Program Outline:

DAY 1: Basics of Strategic Purchasing

1. The Significance of Purchasing and Supply Management.
2. Procurement Procedures and Best Practices.
3. Strategic Sourcing and Selection of Vendors.

4. Cost Control Strategies in Purchasing.
5. Case Studies on Effective Procurement Strategies.

DAY 2: Managing Supplier Relationships

1. Building Strategic Partnerships with Suppliers.
2. Evaluating and Measuring Supplier Performance.
3. Negotiation Skills for Supplier Agreements.
4. Managing Risks in Supplier Relationships.
5. Collaboration and Innovation with Suppliers.

DAY 3: Optimising the Supply Chain

1. Designing and Optimising the Supply Chain.
2. Techniques for Inventory Management.
3. Planning and Forecasting Demand.
4. Strategies for Logistics and Distribution.
5. Lean and Agile Approaches in Supply Chain Management.

DAY 4: Strategic Procurement Decision Making

1. Utilising Data Analytics for Procurement Decisions.
2. Analysing Total Cost of Ownership.
3. Decisions on Make-or-Buy Options.
4. Ethical Issues in Procurement.
5. Technology Uses in Strategic Purchasing.

DAY 5: Executing Strategic Purchasing Initiatives

1. Managing Change in Procurement Processes.
2. Engaging Stakeholders and Communication.
3. Ongoing Improvement in Purchasing Practices.
4. Assessing and Measuring Procurement Performance.
5. Integrating Sustainability into Procurement Practices.