



## Strategic Leadership for Contracts and Procurement Professionals

PIK832-0925 TRK-IST-1



**WESTMINSTER**  
BUSINESS COUNCIL

<b>Place:</b>	Istanbul	<b>Venue:</b>	Levni Hotel (Hoca Paşa, Mahallesi, Ankara Cd. No:12, 34110 Fatih/İstanbul, TURKEY) - TBC	
<b>Start Date:</b>	22-09-2025	<b>End Date:</b>	26-09-2025	<b>PPP:</b> £4550



## **Strategic Leadership for Contracts and Procurement Professionals**

PIK832-0925 TRK-IST-1

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

### Short Description:

This 5-day intensive leadership training program, Strategic Leadership for Contracts and Procurement Professionals, is specifically designed for mid-career professionals with a strong foundation in contracts and procurement. Building on five or more years of industry experience, the course empowers participants to transition from operational roles into strategic leadership positions. Through a mix of interactive lectures, simulations, case-studies and group discussions, participants will explore core leadership competencies such as strategic thinking, stakeholder influence, ethical decision-making, and team development within the context of procurement. The program emphasises practical tools and real-world applications, ensuring that learners not only understand leadership theory, but can also apply it to complex procurement environments. With a strong focus on cross-functional collaboration, risk management and value-driven procurement, participants will leave equipped with a personal leadership action plan and a renewed ability to lead initiatives that align procurement objectives with broader organisational goals.

### Course Overview:

#### **COURSE OBJECTIVES**

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

- Develop a leadership mindset aligned with organisational goals.
- Lead cross-functional procurement teams effectively.
- Make strategic decisions under uncertainty.
- Communicate, influence and negotiate at a leadership level.
- Drive value creation beyond cost-cutting in contracts and procurement.

## TARGET AUDIENCE

- Mid-level contracts and procurement professionals with 5-10 years of experience.
- Contract managers preparing for leadership or strategic goals.
- Senior procurement officers transitioning into team lead or managerial positions.
- Supply chain professionals involved in contract negotiation and vendor governance.
- Project managers overseeing procurement or contract-related deliverables.
- Compliance officers looking to strengthen leadership in ethical procurement.
- Aspiring procurement leaders aiming to align operational work with strategic impact.

## Program Outline:

### DAY 1: Foundations of Leadership in Procurement

1. From Technical Expert to Strategic Leader.
2. Leadership V Management: What leaders in procurement need today?
3. Leadership styles and self-assessment (DISC or MBTI).
4. Leadership with EI (Emotional Intelligence).
5. **Groups exercise:** Identify key leadership challenges in your procurement role.

### DAY 2: Strategic Thinking & Decision Making

1. Systems thinking for procurement leaders.
2. Strategic procurement leadership: beyond savings.
3. Decision-Making under uncertainty (Bias, Risk & Data).
4. Scenario planning & strategy mapping.
5. Designing a strategy map for a real procurement goal.

### DAY 3: Leading Teams & Influencing Stakeholders

1. Building & leading high-performing procurement teams.
2. Stakeholder engagement & influence skills.
3. Cross-functional collaboration in contracting & procurement.
4. Conflict resolution & negotiating tactics for leaders.
5. **Role-Play:** Difficult stakeholder conversations.

## DAY 4: Ethics, Governance & Risk Management

1. Ethical leadership in procurement.
2. Contract governance & compliance as leadership tools.
3. Leading in High-Risk Environments & Supply Chain Risk.
4. Creating a culture of transparency & accountability.
5. **Individual Assignment:** Drafting a procurement ethics & governance checklist.

## DAY 5: CASE-STUDY

- **Company Name:** NovaInfra Ltd
- **Industry:** Infrastructure & Utilities