PARTNERS IN KNOWLEDGE UK LTD
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Strategic Leadership for Contracts and Procurement Professionals

PIK-1025 UK-LDN-1

WESTMINSTER BUSINESS COUNCIL

PARTNERS IN KNOWLEDGE UK LTD
Suite No. 129
295 Chiswick High Road
LONDON W4 4HH

Place	: London	**Venue**	: INDUSTRIOUS (1 and 2, 245 Hammersmith Road Floors, London W6 8PW) - TBC		
Start Date	: 13-10-2025	**End Date**	: 17-10-2025	**PPP**	: £4950

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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