

2-Week Procurement and Purchasing in Supply Chain Management

10 – 21 October 2027
Manama

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Training Center

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Ref: 103600528_72402 **Date:** 10 – 21 October 2027 **Location:** Manama **Fees:** 8000 Euro

Course Overview

The Advanced Strategic Procurement & Supply Chain Leadership Masterclass is a comprehensive 2-week executive-level program designed to elevate procurement from a transactional function to a strategic value driver.

This course equips professionals with structured methodologies, measurable procurement performance tools, governance frameworks, strategic sourcing models, negotiation mastery, digital transformation insights, and long-term supplier partnership strategies.

Participants will develop the ability to analyze procurement systems, redesign inefficient processes, evaluate risks, and build sustainable procurement strategies aligned with organizational goals.

Target Audience

- Procurement Managers
- Supply Chain & Logistics Managers
- Finance Managers
- Inventory Managers
- Contract & Tendering Specialists
- Senior Buyers
- Category Managers

Target Departments

- Procurement & Purchasing
- Supply Chain & Logistics
- Inventory & Warehousing
- Finance & Cost Control
- Contracts & Tendering Units

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Target Sectors

- Manufacturing & Industrial Organizations
- Logistics & Shipping Companies
- Oil & Gas
- Government & Semi-Government Entities
- Infrastructure & Construction
- Large Corporations & Holding Groups

Course Objectives

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

- Analyze procurement functions and redesign them for strategic impact
- Develop measurable procurement KPIs aligned with business objectives
- Apply structured strategic sourcing methodologies
- Conduct spend analysis and category management planning
- Evaluate and manage supplier performance using scorecards
- Apply advanced negotiation techniques with measurable cost reduction outcomes
- Identify and mitigate contractual and supply chain risks
- Implement digital procurement tools and automation strategies
- Build long-term procurement transformation roadmaps

Training Methodology

This program follows a structured, interactive, and application-driven approach, including:

- Real-world case studies from multiple sectors
- Group workshops and practical simulations
- Procurement process redesign exercises
- Negotiation role-play sessions
- Policy evaluation and governance assessment
- Capstone strategic procurement project

The methodology ensures a balance between conceptual frameworks and real operational application.

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Course Toolbox

Participants will work with practical professional tools such as:

- Procurement KPI frameworks
- Spend analysis templates
- Kraljic matrix application models
- Supplier evaluation scorecards
- Contract risk assessment checklists
- Negotiation planning templates
- Procurement digital transformation roadmap models

Course Agenda

Day 1: Strategic Foundations of Procurement Management

- **Topic 1:** The Strategic Role of Procurement in Competitive Advantage
- **Topic 2:** Evolution from Operational Purchasing to Strategic Partner
- **Topic 3:** Global Procurement & Supply Chain Trends
- **Topic 4:** Business Environment Analysis & Purchasing Decisions
- **Topic 5:** Procurement Performance KPIs
- **Review:** Case study – transforming procurement into a strategic function

Day 2: Structuring & Reengineering Procurement Operations

- **Topic 1:** Procurement Organizational Structures
- **Topic 2:** The Complete Procure-to-Pay P2P Cycle
- **Topic 3:** Process Engineering & Redesign
- **Topic 4:** Waste & Cost Reduction Techniques
- **Topic 5:** Risk Management in Procurement Operations
- **Review:** Workshop – redesigning a real procurement process

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Day 3: Policies, Procedures & Governance

- **Topic 1:** Governance-Compliant Procurement Policies
- **Topic 2:** Internal Control Systems
- **Topic 3:** Segregation of Duties & Conflict Management
- **Topic 4:** Legal & Regulatory Compliance
- **Topic 5:** Professional Tendering & Bidding Management
- **Review:** Procurement policy evaluation & gap analysis

Day 4: Strategic Sourcing & Category Management

- **Topic 1:** Strategic Sourcing Framework
- **Topic 2:** Spend Analysis & Category Classification
- **Topic 3:** Kraljic Matrix & Risk Positioning
- **Topic 4:** Category Strategy Development
- **Topic 5:** Single vs. Multiple Supplier Strategy
- **Review:** Category spend analysis workshop

Day 5: Supplier Evaluation & SRM

- **Topic 1:** Supplier Selection Criteria
- **Topic 2:** Performance Evaluation & Scorecards
- **Topic 3:** Strategic Supplier Relationship Management
- **Topic 4:** Supplier Development Programs
- **Topic 5:** Global Supply Chain Risk Management
- **Review:** Building a strategic supplier evaluation model

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Day 6: Advanced Negotiation Skills

- **Topic 1:** Professional Negotiation Strategies
- **Topic 2:** Negotiation Power & Leverage Analysis
- **Topic 3:** Cost Reduction Without Quality Compromise
- **Topic 4:** Contractual Dispute Management
- **Topic 5:** Cross-Cultural Negotiation
- **Review:** Advanced negotiation simulation

Day 7: Contract Management & Legal Risk

- **Topic 1:** Types of Procurement Contracts
- **Topic 2:** Drafting Critical Clauses
- **Topic 3:** Claims & Contract Variation Management
- **Topic 4:** Contractual Risk Assessment
- **Topic 5:** Ethics & Transparency in Procurement
- **Review:** Real contract risk analysis workshop

Day 8: Advanced Supply Chain Management

- **Topic 1:** Lean Supply Chains
- **Topic 2:** Resilient Supply Chain Models
- **Topic 3:** Integrated Demand & Supply Planning
- **Topic 4:** Strategic Inventory Optimization
- **Topic 5:** Geopolitical & Global Risk Impacts
- **Review:** Supply chain disruption case study

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Day 9: Digital Transformation & E-Procurement

- **Topic 1:** ERP Systems in Procurement
- **Topic 2:** E-Procurement & Digital Tender Platforms
- **Topic 3:** Data Analytics in Procurement
- **Topic 4:** Artificial Intelligence in Supply Chains
- **Topic 5:** Automation & Error Reduction
- **Review:** Digital procurement tools demonstration

Day 10: Future Trends & Procurement Leadership

- **Topic 1:** Sustainability & Green Procurement
- **Topic 2:** Total Cost of Ownership TCO
- **Topic 3:** Procurement Leadership & Change Management
- **Topic 4:** Building a Long-Term Procurement Strategy
- **Topic 5:** Capstone Strategic Procurement Project
- **Review:** Project presentation & final evaluation

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

No formal prerequisites are required. The course is suitable for professionals in procurement, supply chain, logistics, or finance seeking to move into strategic roles.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day runs approximately 4–5 hours. The full 2-week program totals around 40–50 hours.

How is Strategic Sourcing different from traditional purchasing?

Traditional purchasing focuses on transactions and price. Strategic sourcing focuses on long-term value, risk management, spend analysis, and TCO. Practical frameworks are applied through case studies. Tools are illustrated through insights and examples, not physically provided.

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How This Course is Different from Other Procurement and Supply Chain Courses:

This course goes beyond basic purchasing by integrating governance, strategic sourcing, SRM, advanced negotiation, digital transformation, sustainability, and supply chain resilience. Participants apply frameworks such as the Kraljic Matrix, Spend Analysis, and TCO through workshops and a final capstone project—transforming them into strategic procurement leaders.