



Master Strategic Procurement for Supervisors: 10-Day Course

16 - 27 Nov 2026
Baku



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Course Overview:

The Strategic Procurement & Supply Management for Supervisors program is a comprehensive 10-day Procurement Training Course designed to elevate supervisors and mid-level professionals into strategic procurement leaders. This course integrates Strategic Purchasing, Supply Management Training, and Procurement and Supply Chain concepts into a structured, performance-driven framework aligned with organizational goals.

Participants will explore how Strategic Procurement contributes to business success through supplier collaboration, cost optimization, risk management, and long-term value creation. The program emphasizes Strategic Sourcing and Supplier Management Training, enabling participants to move beyond operational purchasing into strategic planning and decision-making.

Through this extended Supply Chain Management Training, participants will build advanced capabilities in category management, supplier performance optimization, procurement analytics, contract management, and procurement transformation. Designed as a Procurement Training for Supervisors and Mid-Level Procurement Training, the course ensures deep practical application across real-world procurement environments.

By the end of this Strategic Purchasing and Supply Management Training Course, participants will be equipped with structured frameworks, measurable skills, and leadership capabilities to drive procurement excellence, improve supplier performance, and contribute strategically to organizational growth.

Target Audience:

- Procurement Supervisors
- Supply Chain Supervisors
- Purchasing Officers and Senior Buyers
- Team Leaders in Procurement & Supply Chain
- Contract and Vendor Management Supervisors
- Mid-Level Procurement Professionals
- Operations Supervisors involved in sourcing



Targeted Organizational Departments:

- Procurement & Purchasing Department
- Supply Chain Management Department
- Vendor & Contract Management
- Logistics & Operations
- Finance & Cost Control

Targeted Industries:

- Oil & Gas and Energy
- Government & Public Sector Procurement
- Manufacturing & Industrial Operations
- Construction & Infrastructure
- Healthcare & Pharmaceuticals
- Logistics & Transportation

Course Offerings:

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

- Apply Strategic Purchasing principles to align procurement with business strategy
- Execute Strategic Procurement processes to improve performance and efficiency
- Implement Procurement and Supply Chain frameworks effectively
- Develop and execute Strategic Sourcing strategies
- Manage supplier relationships using structured Supply Management approaches
- Conduct advanced spend analysis and cost optimization
- Apply procurement risk management strategies
- Measure procurement performance using KPIs and dashboards
- Demonstrate Advanced Procurement Skills for Supervisors
- Lead procurement transformation initiatives within organizations

Training Methodology:

This Strategic Procurement Training for Corporate Teams uses a highly interactive and application-focused approach over 10 days. Participants engage in workshops, real-life scenarios, and group discussions focused on Strategic Purchasing and Supply Chain Management Training concepts.

The methodology includes case-based learning, negotiation simulations, supplier evaluation exercises, and procurement planning workshops. Participants will apply Procurement and Supply Chain concepts through structured exercises, ensuring measurable outcomes and practical understanding.

Reflection sessions at the end of each day reinforce learning and support continuous improvement, enabling participants to apply knowledge directly to their workplace challenges.

Course Toolbox:

- Strategic sourcing frameworks and procurement models
- Supplier evaluation and performance measurement approaches
- Procurement KPIs and dashboard techniques
- Cost analysis and Total Cost of Ownership methodologies
- Risk assessment and mitigation approaches
- Real-world procurement case scenarios

Note: Tools are not physically provided; participants gain practical insights and frameworks for application.

Course Agenda:

Day 1: Strategic Procurement Foundations

- **Topic 1:** Evolution from Purchasing to Strategic Procurement
- **Topic 2:** Role of Strategic Purchasing in business strategy
- **Topic 3:** Procurement and Supply Chain integration
- **Topic 4:** Procurement lifecycle and functions
- **Topic 5:** Roles of supervisors in procurement
- **Topic 6:** Introduction to category management
- **Reflection & Review:** Understanding procurement transformation



Day 2: Procurement Strategy & Planning

- **Topic 1:** Strategic Procurement planning frameworks
- **Topic 2:** Aligning procurement with corporate strategy
- **Topic 3:** Demand planning and forecasting
- **Topic 4:** Procurement policy and governance
- **Topic 5:** Stakeholder alignment in procurement
- **Topic 6:** Procurement performance objectives
- **Reflection & Review:** Building strategic procurement plans

Day 3: Strategic Sourcing Fundamentals

- **Topic 1:** Strategic sourcing process
- **Topic 2:** Market analysis and supplier intelligence
- **Topic 3:** Sourcing strategies and models
- **Topic 4:** Supplier segmentation
- **Topic 5:** Competitive sourcing techniques
- **Topic 6:** Supplier selection criteria
- **Reflection & Review:** Designing sourcing strategies

Day 4: Supplier Evaluation & Relationship Management

- **Topic 1:** Supplier evaluation frameworks
- **Topic 2:** Supplier performance metrics
- **Topic 3:** Supplier Relationship Management SRM
- **Topic 4:** Supplier collaboration strategies
- **Topic 5:** Supplier development programs
- **Topic 6:** Managing supplier risks
- **Reflection & Review:** Strengthening supplier relationships

Day 5: Contract Management & Negotiation

- **Topic 1:** Contract types and structures
- **Topic 2:** Contract lifecycle management
- **Topic 3:** Negotiation strategies and techniques
- **Topic 4:** Managing contract risks
- **Topic 5:** Legal and compliance considerations
- **Topic 6:** Performance-based contracting
- **Reflection & Review:** Improving contract outcomes



Day 6: Cost Management & Value Optimization

- **Topic 1:** Total Cost of Ownership TCO
- **Topic 2:** Cost analysis techniques
- **Topic 3:** Cost reduction strategies
- **Topic 4:** Value engineering in procurement
- **Topic 5:** Budget control and cost tracking
- **Topic 6:** Financial impact of procurement decisions
- **Reflection & Review:** Driving cost efficiency

Day 7: Procurement Analytics & Performance

- **Topic 1:** Spend analysis techniques
- **Topic 2:** Data-driven procurement decisions
- **Topic 3:** Procurement KPIs and dashboards
- **Topic 4:** Performance measurement systems
- **Topic 5:** Continuous improvement in procurement
- **Topic 6:** Benchmarking procurement performance
- **Reflection & Review:** Enhancing procurement performance

Day 8: Risk Management & Compliance

- **Topic 1:** Procurement risk identification
- **Topic 2:** Risk assessment models
- **Topic 3:** Risk mitigation strategies
- **Topic 4:** Compliance and governance
- **Topic 5:** Ethical procurement practices
- **Topic 6:** Crisis management in supply chains
- **Reflection & Review:** Managing procurement risks



Day 9: Digital Procurement & Innovation

- **Topic 1:** Digital transformation in procurement
- **Topic 2:** E-procurement systems
- **Topic 3:** AI and automation in procurement
- **Topic 4:** Blockchain in supply chains
- **Topic 5:** Innovation in supplier management
- **Topic 6:** Future trends in procurement
- **Reflection & Review:** Leveraging digital procurement

Day 10: Leadership & Procurement Excellence

- **Topic 1:** Procurement leadership skills
- **Topic 2:** Managing procurement teams
- **Topic 3:** Change management in procurement
- **Topic 4:** Strategic decision-making
- **Topic 5:** Building procurement excellence frameworks
- **Topic 6:** Developing procurement roadmaps
- **Reflection & Review:** Becoming a strategic procurement leader

FAQ:

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

Basic experience in procurement, purchasing, or supply chain roles is recommended. Familiarity with supplier management or contracts is beneficial but not mandatory

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

Each day's session lasts approximately 4–5 hours. Total duration is 40–50 hours over 10 days

How does this course help supervisors transition into strategic roles?

It provides structured frameworks, decision-making tools, and leadership skills. It focuses on real-world application, enabling supervisors to move from operational execution to strategic contribution



How This Course is Different from Other Strategic Procurement & Supply Management Courses:

This course is designed specifically for supervisors, combining Strategic Purchasing, Strategic Procurement, and Procurement and Supply Chain practices into a practical and actionable framework.

Unlike traditional programs, it focuses on real execution, enabling participants to apply Supply Management Training concepts immediately. It develops Advanced Procurement Skills for Supervisors through hands-on learning, structured models, and leadership development.

The 10-day structure allows deeper learning, covering procurement strategy, sourcing, cost management, risk, digital transformation, and leadership.

Participants leave with clear frameworks, measurable skills, and the ability to lead procurement functions strategically and effectively within their organizations.



Training Course Categories

Agile PM and Project Management Training Courses

Certified Courses By International Bodies

Communication and Public Relations Training Courses

Data Analytics Training and Data Science Courses

Environment & Sustainability Training Courses

Finance and Accounting Training Courses

Governance, Risk and Compliance Training Courses

Human Resources Training and Development Courses

IT Security Training & IT Training Courses

Leadership and Management Training Courses

Legal Training, Procurement and Contracting Courses

Maintenance Training and Engineering Training Courses

Marketing, Customer Relations, and Sales Courses

Occupational Health, Safety and Security Training Courses

Personal & Self-Development Training Courses

Quality and Operations Management Training Courses

Secretarial and Administration Training Courses



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