



Advanced Procurement, Tenders & Contracts Mastery

21 - 25 Dec 2026
Athens



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Ref.: 103600565_74015 **Date:** 21 - 25 Dec 2026 **Location:** Athens **Fees:** 6700 **Euro**

Course Overview:

The Advanced Trends in Procurement, Tenders & Contract Management Mastery Training Course is a comprehensive and practical program designed to strengthen professional capabilities in procurement planning, tender administration, supplier management, and contract governance within modern organizations. As procurement functions continue evolving through digital transformation, regulatory changes, strategic sourcing models, and risk-based decision-making, organizations require professionals who can manage procurement operations with efficiency, transparency, compliance, and commercial awareness.

This training course provides participants with advanced knowledge of procurement lifecycle management, tender preparation and evaluation, supplier relationship management, contract formation, financial control, procurement risk mitigation, and performance measurement techniques. Participants will explore how procurement contributes directly to operational excellence, cost optimization, legal protection, sustainability goals, and organizational competitiveness.

The course combines strategic concepts with practical application through procurement simulations, supplier evaluation exercises, bid analysis workshops, negotiation activities, contract review sessions, and procurement KPI assessments. Participants will gain actionable techniques to improve procurement governance, strengthen supplier collaboration, reduce contractual disputes, and optimize procurement performance through modern tools and methodologies.

By the end of the program, participants will be equipped to manage procurement and contracting activities confidently while aligning procurement strategies with organizational objectives, regulatory requirements, and international best practices.

Target Audience:

- Procurement Managers and Procurement Officers
- Tender and Bid Committee Members
- Contract Administrators and Contract Engineers
- Supply Chain and Logistics Professionals
- Purchasing Specialists and Buyers
- Legal Advisors and Compliance Officers
- Finance and Budgeting Professionals
- Project Managers and Operations Managers
- Vendor Management and Supplier Relationship Teams

Targeted Organizational Departments:

- Procurement and Purchasing Department
- Contracts and Legal Affairs Department
- Supply Chain and Logistics Department
- Finance and Budgeting Department
- Risk Management and Compliance Department
- Operations and Project Management Department
- Quality Assurance and Corporate Governance Department

Targeted Industries:

- Government and Public Sector
- Oil and Gas Industry
- Construction and Infrastructure
- Manufacturing and Industrial Operations
- Energy and Utilities
- Healthcare and Pharmaceutical Sector
- Telecommunications and IT Services
- Transportation and Logistics
- Banking and Financial Services

Course Offerings:

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

- Implement advanced procurement and sourcing strategies to improve operational efficiency
- Develop procurement plans aligned with organizational goals and risk management requirements
- Prepare professional tender documents and technical specifications
- Apply transparent and compliant bid evaluation methodologies
- Analyze supplier capabilities and improve supplier performance management
- Structure procurement contracts that minimize commercial and legal risks
- Conduct effective procurement negotiations and manage contractual obligations
- Utilize procurement KPIs and analytics for performance improvement
- Identify procurement risks and implement mitigation and compliance strategies
- Integrate digital procurement technologies, automation, and AI into procurement operations
- Strengthen procurement governance, sustainability, and ethical procurement practices

Training Methodology:

This course uses a highly interactive and application-focused methodology, including:

- Real-world procurement and contract management case studies
- Procurement planning and sourcing workshops
- Tender preparation and bid evaluation simulations
- Supplier assessment and negotiation exercises
- Contract drafting and risk analysis activities
- Group discussions and procurement scenario analysis
- KPI performance measurement exercises
- Interactive presentations and practical implementation sessions

Course Toolbox:

Participants will receive practical tools and frameworks including:

- Procurement Planning Templates
- Supplier Evaluation Scorecards
- Tender Documentation Samples
- Bid Evaluation Matrices
- Procurement KPI Dashboards
- Contract Risk Assessment Checklists
- Supplier Performance Monitoring Tools
- Procurement Compliance Frameworks
- Procurement Negotiation Guidelines
- Contract Administration Templates

Course Agenda:

Day 1: Strategic Procurement Foundations and Procurement Planning

- **Topic 1:** The Strategic Role of Procurement in Modern Organizations
- **Topic 2:** Procurement Functions, Governance, and Organizational Alignment
- **Topic 3:** Procurement Policies, Regulatory Compliance, and Ethical Standards
- **Topic 4:** Strategic Procurement Planning and Category Management
- **Topic 5:** Supplier Market Analysis and Strategic Sourcing Approaches
- **Topic 6:** Digital Procurement Transformation and E-Procurement Technologies
- **Reflection & Review:** Procurement Planning Challenges and Strategic Sourcing Analysis



Day 2: Tendering Processes and Supplier Evaluation Excellence

- **Topic 1:** Tendering Methods and Competitive Procurement Approaches
- **Topic 2:** Preparing Professional Tender Documents and Technical Specifications
- **Topic 3:** Supplier Prequalification and Vendor Registration Management
- **Topic 4:** Tender Compliance, Legal Requirements, and Regulatory Frameworks
- **Topic 5:** Supplier Evaluation Techniques and Bid Assessment Criteria
- **Topic 6:** Managing Tender Risks, Clarifications, and Competitive Challenges
- **Reflection & Review:** Tender Evaluation Workshop and Supplier Selection Case Study

Day 3: Bid Evaluation, Contract Formation, and Negotiation Strategies

- **Topic 1:** Principles of Transparent and Fair Bid Evaluation
- **Topic 2:** Technical Evaluation vs. Commercial Evaluation Approaches
- **Topic 3:** Common Errors in Bid Evaluation and Prevention Strategies
- **Topic 4:** Contract Formation, Terms, Conditions, and Scope Definition
- **Topic 5:** Procurement Negotiation Strategies and Commercial Negotiation Skills
- **Topic 6:** Managing Contractual Obligations, Variations, and Dispute Resolution
- **Reflection & Review:** Contract Negotiation Simulation and Bid Selection Exercise

Day 4: Financial Control, Risk Management, and Procurement Compliance

- **Topic 1:** Procurement Cost Analysis, Budgeting, and Financial Planning
- **Topic 2:** Procurement Pricing Strategies and Cost Optimization Techniques
- **Topic 3:** Procurement Risk Identification and Risk Mitigation Frameworks
- **Topic 4:** Legal Risks, Compliance Risks, and Contractual Liability Management
- **Topic 5:** Fraud Prevention, Anti-Corruption Controls, and Ethical Procurement Practices
- **Topic 6:** Business Continuity, Crisis Management, and Procurement Resilience
- **Reflection & Review:** Procurement Risk Assessment and Financial Control Case Study



Day 5: Supplier Relationship Management, Performance Measurement, and Future Procurement Trends

- **Topic 1:** Supplier Relationship Management and Strategic Supplier Partnerships
- **Topic 2:** Supplier Performance Measurement Using KPIs and SLAs
- **Topic 3:** Procurement Performance Analysis, Benchmarking, and ROI Measurement
- **Topic 4:** Sustainable Procurement, ESG Principles, and Responsible Sourcing
- **Topic 5:** Emerging Technologies in Procurement: AI, Automation, and Blockchain
- **Topic 6:** Future Trends in Procurement, Tenders, and Contract Management
- **Reflection & Review:** Developing an Organizational Procurement Improvement Action Plan

FAQ:

What are the prerequisites for attending this course?

Participants are recommended to have basic experience in procurement, purchasing, contracts, supply chain operations, or project management. However, professionals seeking to strengthen procurement and contract management capabilities can also benefit from the course.

Does the course include practical procurement exercises?

Yes. The course includes procurement simulations, bid evaluation workshops, negotiation exercises, supplier assessment activities, procurement KPI analysis, and contract management case studies.

How does this course help improve procurement performance?

The course provides practical tools, frameworks, and performance measurement techniques that help organizations improve procurement efficiency, supplier performance, compliance management, cost optimization, and risk mitigation.

Does the course cover legal and compliance aspects of procurement?

Yes. Participants will explore procurement regulations, contractual obligations, compliance frameworks, fraud prevention measures, and legal risk management practices related to procurement and tendering activities.



How is this course different from traditional procurement courses?

This course combines procurement strategy, tender management, contract administration, supplier relationship management, financial control, digital procurement transformation, sustainability, and procurement analytics into one integrated learning experience focused on modern procurement challenges and organizational performance improvement.



Training Course Categories

Agile PM and Project Management Training Courses

Certified Courses By International Bodies

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Environment & Sustainability Training Courses

Finance and Accounting Training Courses

Governance, Risk and Compliance Training Courses

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Leadership and Management Training Courses

Legal Training, Procurement and Contracting Courses

Maintenance Training and Engineering Training Courses

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Personal & Self-Development Training Courses

Quality and Operations Management Training Courses

Secretarial and Administration Training Courses



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