



# **The Comprehensive Procurement Training Course: Strategic Supply Chain Management insights**

24-25 Aug 2016  
Nairobi



# The Comprehensive Procurement Training Course: Strategic Supply Chain Management insights

**Ref.:** 36165\_9851 **Date:** 24 - 28 Aug 2026 **Location:** Nairobi **Fees:** 4500 **Euro**

## PROCUREMENT AND SUPPLY CHAIN MANAGEMENT Overview:

Today's rapidly shifting global business environment demands a robust understanding of procurement and supply chain management. Our course amalgamates leading procurement training courses, seminars, and practical applications to provide participants with a comprehensive look into the world of procurement. With a focus on sustainable procurement training, public sector, and public procurement training, this course also dives deep into procurement certification training and offers insights from top procurement training seminars. For those new to the domain, our approach prioritizes procurement training for beginners, ensuring everyone has a strong foundation to build upon.

## Target Audience:

- Procurement Specialists with focus on procurement specialist training
- Entry-Level Professionals benefitting from procurement training for beginners
- Public Sector Employees aligning with public sector procurement training
- Teams seeking cohesive strategies procurement training for the team
- Senior Procurement Professionals enhanced with procurement certification training

## Targeted Organizational Departments:

- Procurement
- Supply Chain Management
- Operations
- Sustainability with a special module on sustainable procurement training



## Targeted Industries:

- Manufacturing
- Retail
- Government leveraging government procurement training
- FMCG Fast Moving Consumer Goods
- Electronics

## Course Offerings:

- Comprehensive introduction to procurement course
- Deep-dive into sustainable procurement training and green procurement course content
- Detailed modules on procurement contract management course and procurement process training
- A special segment dedicated to public procurement course and government procurement training
- Valuable insights from globally recognized procurement training seminars

## Training Methodology:

Our PROCUREMENT AND SUPPLY CHAIN MANAGEMENT course employs a dynamic blend of theoretical knowledge from procurement training courses, hands-on case studies, and group exercises. Participants will benefit from interactive sessions that delve into real-world scenarios, reflecting both public and private sector challenges. Our methodology, rooted in proven procurement training programs, encourages feedback, ensuring each participant maximizes their learning potential.

## Course Toolbox:

- Comprehensive workbook, including procurement process training materials
- Customizable templates for procurement and contract management training
- Online resources detailing public procurement training best practices
- Checklists for sustainable and green procurement implementation

## Course Agenda:

### Day 1: Introduction, Strategy, and the Influence of Procurement

- **Topic 1:** Introduction to Procurement: Overview and Strategy
- **Topic 2:** The Scope and Influence of Procurement
- **Topic 3:** Delving into Strategic Procurement Essentials
- **Topic 4:** Logistics and Supply Chains: Foundations and Innovations
- **Topic 5:** Organizational Structures and Their Impact on Supply Chains
- **Topic 6:** Best Practices for Establishing Procurement Policies

**Reflection & Review:** Discussing procurement's strategic importance and its influence on the supply chain.

### Day 2: Procurement Policies, Supplier Relationships, and Contractual Nuances

- **Topic 1:** Unpacking Procurement Procedures and Support Tools
- **Topic 2:** Building Strong Supplier Relationships for Business Success
- **Topic 3:** Legal Frameworks and Procurement Contract Management
- **Topic 4:** Quality Management in Procurement
- **Topic 5:** Driving Innovation in Service and Product Procurement
- **Topic 6:** The Role of Technology in Modern Procurement

**Reflection & Review:** Exploring the balance between supplier relations, innovation, and adhering to procurement policies.

### Day 3: Demand-Supply Dynamics, Sourcing, and Sustainability

- **Topic 1:** Matching Supply with Demand: Challenges and Solutions
- **Topic 2:** Best Practices in Sourcing and Supplier Management
- **Topic 3:** Purchase Price Dynamics in a Competitive Market
- **Topic 4:** Long-term Cost Management Strategies
- **Topic 5:** Public Sector Procurement: Key Differences and Challenges
- **Topic 6:** The Shift towards Sustainable and Socially Responsible Procurement

**Reflection & Review:** Addressing the challenges and rewards of demand-supply dynamics and the importance of sustainable practices.



## Day 4: Global Procurement and Risk Management Insights

- **Topic 1:** Project-specific Procurement and Risk Management
- **Topic 2:** Strategies for Effective Global Sourcing
- **Topic 3:** Mitigating Risks in Global Procurement
- **Topic 4:** The Changing Landscape of Global Trade
- **Topic 5:** Digital Transformation in Procurement and Supply Chains
- **Topic 6:** Developing Robust Procurement Processes for Complex Projects

**Reflection & Review:** Analyzing the implications of global sourcing, and discussing strategies to mitigate potential risks.

## Day 5: Advanced Negotiation, Contract Management, and World-Class Procurement

- **Topic 1:** Mastering Negotiation Skills for Business Excellence
- **Topic 2:** Deep Dive into Contract Management Best Practices
- **Topic 3:** Category and Commodity Procurement Strategies
- **Topic 4:** World-Class Procurement Strategies for Business Enhancement
- **Topic 5:** Enhancing Procurement Performance through Data Analytics
- **Topic 6:** Future Trends: The Next Phase of Procurement

**Reflection & Review:** Reflecting on the evolution of procurement practices and envisioning the future of procurement.

## How This Course is Different from Other **SUPPLY CHAIN MANAGEMENT** Courses:

Our "PROCUREMENT AND SUPPLY CHAIN MANAGEMENT" is not just another procurement course. This intensive program combines the best elements of procurement training seminars, specialist courses, and sustainable methodologies. Designed to cater to both beginners and seasoned professionals, our curriculum offers a unique blend of theory and practice. We prioritize real-world applications, utilizing insights from leading procurement training programs. Whether you are looking to refine your skills or are just embarking on your procurement journey, this course promises a transformative experience.



## Training Course Categories



**Finance and  
Accounting Training  
Courses**



**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**



**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**





# Training Course Categories



**Marketing, Customer Relations, and Sales Courses**



**Occupational Health, Safety and Security Training Courses**



**Oil & Gas Training and Other Technical Courses**



**Personal & Self-Development Training Courses**



**Quality and Operations Management Training Courses**



**Secretarial and Administration Training Courses**



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## Training Cities



**Accra - Ghana**



**Amman - Jordan**



**Amsterdam -  
Netherlands**



**Athens - Greece**



**Baku - Azerbaijan**



**Bali - Indonesia**



**Bangkok - Thailand**



**Barcelona - Spain**



**Cairo - Egypt**



**Cape town - South  
Africa**



**Casablanca -  
Morocco**



**Chicago - USA**



**Doha - Qatar**



**Dubai - UAE**



**Geneva -  
Switzerland**



**Istanbul - Turkey**





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## Training Cities



**Jakarta - Indonesia**



**Johannesburg - South Africa**



**Kuala Lumpur - Malaysia**



**Kuwait - Kuwait**



**Langkawi - Malaysia**



**London - UK**



**Madrid - Spain**



**Manama - Bahrain**



**Milan - Italy**



**Montreux - Switzerland**



**Munich - Germany**



**Muscat - Oman**



**Nairobi - Kenya**



**Paris - France**



**Phuket - Thailand**



**Prague - Czech Republic**



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## Training Cities



**Rome - Italy**



**San Diego - USA**



**Sharm El-Sheikh -  
Egypt**



**Tbilisi - Georgia**



**Tokyo - Japan**



**Trabzon - Turkey**



**Vienna - Austria**



**Zanzibar - Tanzania**



**Zoom - Online  
Training**

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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