

Strategic Procurement & Supply Chain Training (2 Weeks)

22 November – 3 December 2027
Vienna

AGILE LEADERS
Training Center

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Ref: 103600545_73171 **Date:** 22 November – 3 December 2027 **Location:** Vienna **Fees:** 10000 Euro

Overview

Enterprise procurement functions must navigate supplier volatility, shifting market structures, and complex contract risks across operational environments. This two-week Strategic Procurement & Supply Chain Training develops practical capabilities in strategic sourcing methodologies, supplier relationship management, inventory coordination, and commercial governance. Participants examine structured techniques to evaluate vendor performance, enforce procurement contract management standards, and align purchasing initiatives with corporate performance targets. The curriculum equips purchasing specialists and operations supervisors with diagnostic checklists, sourcing scorecards, and workflow templates. This course is delivered by Agile Leaders Training Center.

Who Should Attend

- Procurement specialists seeking to sharpen strategic sourcing and operational buying frameworks.
- Supply chain analysts coordinating materials replenishment, inventory buffers, and freight schedules.
- Contract administrators supervising vendor obligations, commercial terms, and dispute management.
- Sourcing managers overseeing supplier selection, performance audits, and service level agreements.
- Operations supervisors integrating supply chain planning with organizational procurement governance.

Departments and Industries

This programme serves commercial, operational, and supply management teams operating across diverse industry sectors.

- Procurement and Sourcing Teams in Fast-Moving Consumer Goods
- Supply Chain and Materials Management Groups in Electronics Manufacturing
- Contract Administration Units in Government and Municipal Administration
- Logistics and Inventory Operations in Industrial Manufacturing
- Corporate Sustainability and Vendor Compliance Departments in Retail

Learning Objectives

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

- Align commercial purchasing strategies with long-term enterprise objectives.
- Implement structured strategic sourcing methodologies to evaluate total cost drivers.
- Manage end-to-end procurement contract management lifecycles and mitigate legal risks.
- Build supplier relationship management scorecards to assess vendor delivery and quality.
- Integrate inventory control protocols with operational demand planning schedules.
- Apply global sourcing strategies while maintaining trade compliance and ethics.

Course Agenda

Day 1: Introduction to Procurement and Strategic Foundations

- Role, core objectives, and value generation mechanisms of corporate procurement
- Evolution of purchasing operations into an integrated commercial function
- Organizational scope, operational boundaries, and governance authority
- Foundational procurement terminologies, classification codes, and concepts
- Supply chain coordination principles and procurement interface mapping
- Procurement contributions to organizational competitiveness and continuity
- Review: Evaluating purchasing contributions to enterprise value drivers

Day 2: Strategic Procurement and Organizational Alignment

- Strategic procurement frameworks and corporate policy alignment
- Translating executive enterprise goals into functional purchasing objectives
- Centralized, decentralized, and hybrid procurement operating models
- Internal stakeholder engagement matrices and cross-functional alignment
- Governance hierarchies, spending thresholds, and delegation of authority
- Drafting, updating, and enforcing standardized purchasing policies
- Review: Auditing internal policy consistency against commercial priorities

Day 3: Logistics, Supply Chains and Procurement Integration

- Freight logistics fundamentals, transit nodes, and cargo handling channels
- Procurement integration across end-to-end supply chain touchpoints
- Supply chain visibility tools and automated inventory tracking platforms
- Stock replenishment policies, safety stock formulas, and reorder triggers
- Demand forecasting methods and sales operations planning coordination
- Supply network agility, disruption absorption, and buffer planning
- Review: Measuring procurement influence on supply network stability

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Day 4: Procurement Policies, Procedures and Tools

- Standard operating procedures, purchase requisitions, and approval paths
- Documentation standards for requests for proposals and quotation logs
- Enterprise resource planning modules and e-procurement transaction tools
- Ethical standards, anti-corruption policies, and purchasing transparency
- Internal controls, audit trails, and segregation of purchasing duties
- Performance tracking frameworks and key performance indicators
- Review: Assessing procedural compliance and internal audit preparedness

Day 5: Supplier Relationship Management and Quality

- Supplier qualification protocols and technical capability assessments
- Developing structured supplier relationship management engagement plans
- Vendor performance scorecards, fill-rate metrics, and defect tracking
- Quality assurance protocols, factory audits, and inspection guidelines
- Supplier financial vulnerability screening and continuity risk scoring
- Collaborative problem solving and joint vendor development projects
- Review: Balancing vendor accountability with collaborative supplier development

Day 6: Legal Frameworks and Contract Management

- Legal essentials of commercial agreements, offer, acceptance, and consideration
- Contract types, fixed-price models, cost-reimbursable terms, and service agreements
- Contract lifecycle monitoring, milestone tracking, and deliverables sign-off
- Contractual default remedies, liquidated damages, and dispute escalation
- Commercial negotiation clauses, warranties, and indemnification terms
- Cross-border regulatory alignment and international trade conventions
- Review: Strengthening contract administration and formal risk controls

Day 7: Demand-Supply Dynamics and Strategic Sourcing

- Demand aggregation methods, consumption patterns, and capacity checks
- Managing demand volatility and supply shortages in constrained markets
- Structured strategic sourcing methodologies and spend data extraction
- Kraljic portfolio matrix application and supplier segmentation models
- Purchase price breakdown, should-cost models, and cost driver analysis
- Total cost of ownership calculations and long-term savings plans
- Review: Validating sourcing decisions with spend analysis data

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Day 8: Sustainable and Public Sector Procurement

- Public sector purchasing standards, competitive bidding, and fairness tenets
- Accountability frameworks, open records compliance, and public audit trails
- Environmental, social, and governance criteria in supplier evaluation
- Fair labor standards, workplace safety verification, and social compliance
- Green purchasing guidelines, packaging reduction, and circular supply loops
- Sustainable specification drafting and eco-label verification methods
- Review: Measuring the impact of sustainable and public procurement rules

Day 9: Global Procurement and Risk Management

- Global sourcing strategies, international vendor search, and market intelligence
- Cross-border trade regulations, tariff classifications, and customs clearances
- Supply chain vulnerability identification and geopolitical exposure analysis
- Contingency sourcing plans, alternate routing, and dual-sourcing models
- Digital procurement tools, cloud tracking, and secure document exchange
- Procurement scheduling for multi-phase projects and engineering packages
- Review: Managing operational vulnerabilities across international trade lanes

Day 10: Advanced Procurement Excellence and Future Trends

- Commercial negotiation preparation, bargaining ranges, and concessions
- Category management strategies for direct materials and indirect services
- Spend analytics, automated dashboard design, and anomaly detection
- Procurement capability maturity benchmarks and operational diagnostics
- Artificial intelligence applications, predictive ordering, and workflow automation
- Emerging operational shifts in global supply and commercial contracting
- Review: Formulating a multi-year road map for procurement modernization

Practical Exercises

Participants apply practical frameworks to resolve purchasing, contracting, and operational bottlenecks.

- Formulate a category spend analysis worksheet using the Kraljic portfolio matrix.
- Design a vendor performance scorecard incorporating quality, lead-time, and cost metrics.
- Audit a draft purchase agreement to identify liability risks and milestone tracking gaps.
- Construct a supply chain risk register with contingency actions for critical components.

FAQs

How does this course address supplier evaluation and performance tracking?

The curriculum examines structured scoring rubrics, financial stability assessments, operational audits, and balanced scorecards to monitor supplier deliverables consistently.

What sourcing models are explored during the modules?

Participants examine multi-tier strategic sourcing methodologies, category management frameworks, total cost of ownership models, and spend categorization tools.

Are legal and contractual mechanisms covered in depth?

Yes. The agenda covers commercial contract types, risk allocation clauses, warranty provisions, milestone management, and formal dispute mitigation pathways.

Conclusion

Organizations require disciplined procurement leaders capable of balancing cost efficiency, supplier accountability, and regulatory adherence. By mastering systematic sourcing techniques, supplier relationship management, and commercial contract controls, professionals safeguard enterprise operations and deliver measurable commercial value across end-to-end supply chains.