

Complete Strategic Approach to Supply Chain Management Training Course

AGILE LEADERS
Training Center

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Overview

Supply networks require alignment across sourcing, operational logistics, compliance, and commercial execution to withstand disruption and protect margins. This two-week strategic approach to supply chain management provides practical frameworks to integrate procurement functions with operational strategy and inventory control. Participants examine supplier evaluation matrices, technology deployment, contract governance, and revenue protection mechanisms across the complete supply cycle. The curriculum translates operational data into defensible procurement policies and resilience plans. This course is delivered by Agile Leaders Training Center.

Who Should Attend

- Supply chain managers seeking cross-functional strategic alignment.
- Procurement professionals and purchasing managers managing supplier performance and vendor risk.
- Operations managers coordinating inventory flows and logistics fulfillment.
- Logistics supervisors seeking structured process improvement techniques.
- Commercial contracting officers drafting service level agreements and supply contracts.
- Entry-level employees in purchasing seeking structured operational foundations.

Departments and Industries

This programme serves operational and procurement professionals across diverse capital-intensive and consumer-focused industries.

- Supply Chain and Logistics Units in Retail and Fast-Moving Consumer Goods
- Procurement and Purchasing Departments in Industrial Manufacturing
- Operations Management Groups in Logistics and Freight Distribution
- Materials and Inventory Control Teams in Healthcare Networks
- Commercial Sourcing and Vendor Management Divisions in Information Technology

Learning Objectives

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

- Formulate strategic procurement and purchasing plans aligned with core business targets.
- Conduct structured supplier evaluation and quality management assessments.
- Leverage supply chain technologies including predictive data analytics, internet-of-things tracking, and distributed ledgers.
- Design a continuous improvement framework incorporating lean supply methods and performance metrics.
- Establish purchasing policy and procedures supporting inter-departmental integration.
- Negotiate commercial terms, resolve contractual disputes, and ensure statutory compliance.
- Build risk mitigation frameworks and revenue protection controls to safeguard operating income.

Course Agenda

Day 1: Foundations of Supply Chain and Purchasing Strategy

- Strategic role of procurement and supply operations in business competitiveness
- End-to-end supply chain mapping from source to final delivery
- Purchasing process cycles and requisition governance
- Key performance indicators for supply throughput and spend visibility
- Formulating aligned procurement and supply chain strategies

Day 2: Strategic Sourcing and Supplier Evaluation

- Spend category segmentation and strategic sourcing methodologies
- Developing supplier selection matrices and request-for-proposal criteria
- Supplier evaluation and quality management frameworks
- Total cost of ownership models in supplier qualification
- Procurement risk assessment and dual-sourcing considerations

Day 3: Digital Integration and Technology Adoption

- Evaluating automation tools for inventory and transport management
- Digital transformation roadmaps for supply operations
- Use cases for artificial intelligence, internet of things, and blockchain tracking
- System integration pitfalls across enterprise resource planning platforms
- Managing change during supply chain technology rollouts

Day 4: Performance Metrics and Continuous Improvement

- Defining balanced scorecards for vendor and logistics performance
- Root-cause problem solving using lean tools and process flow analysis
- Establishing a structured continuous improvement framework
- Waste reduction protocols across warehousing and transport links
- Tracking supplier on-time and in-full delivery metrics

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Day 5: Purchasing Governance and Organizational Integration

- Drafting standardized purchasing policy and procedures
- Internal cross-functional alignment between purchasing, finance, and operations
- Structuring centralized, decentralized, and hybrid purchasing teams
- Approval thresholds, delegation of authority, and spend governance
- Organizational design for strategic category management

Day 6: Commercial Negotiation and Contract Law

- Preparation techniques and bargaining tactics for commercial negotiation
- Core contractual clauses, service level agreements, and liability allocation
- Legal standards governing commercial purchasing and international sale of goods
- Purchasing ethics, anti-bribery governance, and conflict-of-interest prevention
- Contract breach remedies, dispute escalation, and termination procedures

Day 7: Future Trends and Resilient Supply Planning

- Emerging shifts in global distribution corridors and material availability
- Strategic scenario planning for supply disruptions and supply shocks
- Incorporating sustainable sourcing and circular economy models
- Redundancy planning, buffer stock optimization, and lead-time buffering
- Supplier business continuity reviews and contingency planning

Day 8: Revenue Protection and Operational Controls

- Identifying leakage points across inventory shrinkage, invoicing, and logistics
- Setting up and structuring a revenue protection operational team
- Back-office verification workflows for invoice reconciliation and delivery notes
- Field inspection processes, cargo security, and audit trails
- Operational audit templates for loss prevention and asset accountability

Day 9: Data Analytics and Regulatory Compliance

- Analyzing dispatch and consumption data to detect anomalies and billing leakage
- Investigative protocols and reactive site audits for non-compliant shipments
- Statutory regulations, import-export controls, and commercial trade compliance
- Roles, responsibilities, and evidence documentation for compliance auditors
- Training operational teams on mandatory standard operating procedures

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Day 10: Strategic Partnerships and Ecosystem Engagement

- Forming collaborative supplier partnerships and joint business planning
- Promoting industry best practices across tier-one and tier-two supplier networks
- Engaging with international supply chain professional associations
- Customer and consumer engagement strategies for ethical supply chains
- Synthesizing operational takeaways into a ten-point strategic implementation plan

Practical Exercises

Participants complete structured individual and team exercises to resolve operational dilemmas.

- Suggested activity: Construct a weighted supplier evaluation matrix based on quality, lead time, and risk criteria.
- Suggested activity: Formulate standard purchasing policy and procedures for organizational spend governance.
- Suggested activity: Conduct a mock supplier negotiation addressing price escalation, penalties, and payment terms.
- Suggested activity: Design an operational revenue protection audit checklist targeting inventory shrinkage and invoice errors.

FAQs

How does this course address revenue protection?

The curriculum includes dedicated modules examining inventory discrepancy tracking, delivery validation audits, field inspection controls, and data analytics to prevent operating losses and billing leakage.

What balance is maintained between procurement and logistics?

The syllabus covers the full operational span, dedicating one week to strategic sourcing, contracting, and governance, and one week to supply performance, technology adoption, revenue protection, and strategic partnerships.

Are legal and ethical aspects covered in the negotiation modules?

Yes. Participants explore contract formation, liability terms, dispute resolution, anti-corruption standards, and formal negotiation tactics under established commercial law principles.

Conclusion

Organizations require disciplined procurement and distribution systems to maintain margins and ensure continuity. By completing this structured programme, professionals return equipped to refine purchasing governance, execute robust supplier negotiations, deploy digital tools, and implement revenue protection controls that safeguard company performance.

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