

# ISO 20400 Sustainable Procurement Practitioner Training Course

11 – 15 October 2027
San Diego

AGILE LEADERS
Training Center

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## Overview

ISO 20400 Sustainable Procurement Practitioner Training Course is a one-week practitioner course for procurement, sourcing, supplier, sustainability, risk, contract, and supply-chain professionals, who leave with a Sustainable Procurement Implementation Plan. The course connects policy alignment, procurement governance, lifecycle costing, value for money, supplier due diligence, sustainability criteria, responsible sourcing, supplier engagement, evidence, and performance improvement. Agile Leaders Training Center develops ISO 20400 sustainable procurement practice.

## Who Should Attend

- Teams responsible for procurement policy, governance, and accountability
- Functions responsible for sourcing and category strategies
- People responsible for supplier risk, due diligence, and development
- Teams responsible for sustainability, ESG, and responsible sourcing
- Functions responsible for contracts, supply chains, and performance evidence

The course assumes participants can work with procurement policies, spend data, supplier records, sourcing documents, or contracts; it leaves out general procurement foundations, generic ESG introductions, and vendor relationship skills alone.

## Departments and Industries

The course supports sustainable procurement decisions across public services, infrastructure, manufacturing, healthcare, technology, consumer goods, and professional services.

- Procurement, sourcing, and category-management functions
- Contracts, legal, risk, and compliance teams
- Supply-chain and supplier-management functions
- Sustainability, ESG, and responsible-business teams
- Finance, operations, and project-delivery teams

## Learning Objectives

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

- Analyze organizational context and procurement governance.
- Apply lifecycle and value-for-money criteria.
- Prioritize sustainability risks and stakeholders.
- Build sustainability requirements into sourcing and contracts.
- Evaluate supplier due diligence, evidence, and performance.
- Create a sustainable procurement implementation plan.

## Course Agenda

### Day 1: Align Sustainable Procurement Governance

- ISO 20400 Organizational Context Assessment
- Sustainable Procurement Policy Alignment Map
- Leadership, Accountability, and Decision-Rights Matrix
- Stakeholder Influence and Impact Register
- Procurement Governance Maturity Baseline

### Day 2: Prioritize Sustainability and Value

- Environmental, Social, and Economic Risk Screen
- Category Sustainability Hotspot Matrix
- Lifecycle Costing and Value-for-Money Model
- Opportunity, Impact, and Materiality Prioritization Tool
- Sustainable Procurement Objectives and KPI Charter

### Day 3: Embed Criteria in Sourcing

- Sustainable Category Strategy Canvas
- Specification and Sustainability Requirement Checklist
- Supplier Prequalification and Due-Diligence Matrix
- Evaluation Criteria and Weighted-Scoring Model
- Contract Clause and Evidence-Control Schedule

### Day 4: Engage Suppliers and Improve Performance

- Supplier Segmentation and Engagement Plan
- Supplier Capability and Development Roadmap
- Sustainability Claims and Evidence Verification Log
- Supplier Performance Scorecard and Review Protocol
- Corrective Action and Continual-Improvement Cycle

## Day 5: Practice ISO 20400 Implementation

- Exercise: Diagnose a Procurement Governance Baseline
- Exercise: Prioritize Category Sustainability Risks
- Exercise: Design Sustainable Sourcing Criteria
- Exercise: Evaluate Supplier Evidence and Performance
- Capstone Exercise: Complete the Sustainable Procurement Implementation Plan

## Practical Exercises

The course uses suggested activities based on infrastructure, healthcare, manufacturing, technology, and service procurement.

- Suggested activity: map organizational context, stakeholders, governance, and decision rights.
- Suggested activity: compare lifecycle cost, value-for-money, risk, and opportunity evidence.
- Suggested activity: build sourcing criteria, due-diligence questions, contract controls, and evaluation weights.
- Suggested activity: combine supplier engagement, evidence, performance, and improvement actions in an implementation plan.

## FAQs

### Who suits ISO 20400 sustainable procurement practitioner training?

ISO 20400 practitioner training suits professionals who shape procurement policy, sourcing, supplier management, sustainability, risk, contracts, or supply chains and who can work with procurement and supplier evidence.

### How does ISO 20400 training differ from general procurement training?

ISO 20400 training focuses on integrating environmental, social, and economic considerations into procurement governance and decisions, while general procurement training covers broader purchasing processes and commercial skills.

### Is ISO 20400 a certifiable management-system standard?

ISO 20400 provides guidance for integrating sustainability into procurement; the course applies that guidance and does not present it as a certifiable management-system standard.

### How does lifecycle costing support sustainable procurement?

Lifecycle costing supports sustainable procurement by comparing costs and impacts across acquisition, use, maintenance, and end-of-life rather than relying only on the purchase price.

## What evidence supports supplier due diligence under ISO 20400?

Supplier due diligence uses risk screening, policies, disclosures, traceability, assessment records, contract evidence, performance data, corrective actions, and documented engagement proportionate to the procurement context.

## Conclusion

Participants take back a Sustainable Procurement Implementation Plan linking policy, governance, risks, stakeholders, lifecycle value, sourcing criteria, supplier due diligence, contracts, evidence, and performance improvement. It makes priorities, controls, responsibilities, indicators, and actions traceable. The plan supports coordinated implementation across procurement, sustainability, risk, legal, finance, operations, and supply-chain teams.