



Strategic Procurement & Supply Management Leadership

13 – 17 September 2027
Istanbul

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Ref: 103600546_73371 **Date:** 13 – 17 September 2027 **Location:** Istanbul **Fees:** 4500 Euro

Course Overview:

The Strategic Procurement & Supply Management for Supervisors program is a practical and results-oriented Procurement Training Course designed to transform mid-level professionals into strategic decision-makers. This course moves beyond traditional Purchasing and Supply Management by focusing on Strategic Purchasing, Strategic Procurement, and Procurement and Supply Chain integration within modern organizations.

Participants will explore how procurement contributes directly to business performance through supplier collaboration, cost optimization, and value creation. The course emphasizes Strategic Sourcing and Supplier Management Training, enabling supervisors to shift from operational execution to strategic planning and leadership.

Through a structured learning journey, participants will gain hands-on exposure to Supply Chain Management Training concepts such as category management, supplier relationship management, and procurement performance improvement. This program is specifically tailored as a Procurement Training for Supervisors and Mid-Level Procurement Training, ensuring relevance to real-world roles and responsibilities.

By the end of this Strategic Purchasing and Supply Management Training Course, participants will be equipped with practical tools, frameworks, and leadership skills to enhance procurement efficiency, improve supplier performance, and drive measurable organizational impact.

Target Audience:

- Procurement Supervisors
- Supply Chain Supervisors
- Purchasing Officers and Senior Buyers
- Team Leaders in Procurement & Supply Chain
- Contract and Vendor Management Supervisors
- Mid-Level Procurement Professionals
- Operations Supervisors involved in sourcing

Targeted Organizational Departments:

- Procurement & Purchasing Department
- Supply Chain Management Department
- Vendor & Contract Management
- Logistics & Operations
- Finance & Cost Control

Targeted Industries:

- Oil & Gas and Energy
- Government & Public Sector Procurement
- Manufacturing & Industrial Operations
- Construction & Infrastructure
- Healthcare & Pharmaceuticals
- Logistics & Transportation

Course Offerings:

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

- Apply Strategic Purchasing principles to align procurement with business strategy
- Execute Strategic Procurement processes to improve organizational performance
- Implement Procurement and Supply Chain frameworks effectively
- Analyze supplier performance using Strategic Sourcing techniques
- Manage supplier relationships using structured Supply Management approaches
- Conduct spend analysis and support cost optimization decisions
- Apply risk management concepts in procurement operations
- Enhance procurement performance using measurable KPIs
- Demonstrate Advanced Procurement Skills for Supervisors in real scenarios
- Lead procurement initiatives as part of Procurement Skills for Team Leaders

Training Methodology:

This Strategic Procurement Training for Corporate Teams uses an engaging and interactive learning approach that combines theory with real-world application. Participants will be actively involved in sessions focused on Strategic Purchasing, Supply Chain Management Training, and Procurement and Supply Chain practices.

The methodology includes:

- Interactive workshops to apply Strategic Procurement concepts
- Group discussions to analyze procurement challenges
- Case-based learning to explore Strategic Sourcing and Supplier Management scenarios
- Role-playing exercises for negotiation and supplier engagement
- Practical exercises in spend analysis and procurement planning
- Reflection sessions to reinforce learning outcomes

This structured approach ensures that participants not only understand key concepts but can apply them effectively in their roles as supervisors.

Course Toolbox:

- Strategic sourcing frameworks and procurement models
- Supplier evaluation and performance tracking approaches
- Procurement KPIs and performance measurement techniques
- Cost analysis and Total Cost of Ownership concepts
- Risk assessment and mitigation approaches in procurement
- Practical case scenarios and real-world procurement examples

Note: Tools are not physically provided; participants will gain insights and practical examples to apply within their organizations.

Course Agenda:

Day 1: Strategic Procurement Foundations & Business Alignment

- **Topic 1:** Evolution from Purchasing and Supply Management to Strategic Procurement
- **Topic 2:** Role of Strategic Purchasing in achieving competitive advantage
- **Topic 3:** Procurement and Supply Chain integration models
- **Topic 4:** Procurement lifecycle and key operational processes
- **Topic 5:** Procurement Training for Supervisors roles and responsibilities
- **Topic 6:** Category management fundamentals and procurement segmentation
- **Reflection & Review:** Understanding the transition from operational to strategic procurement

Day 2: Strategic Sourcing & Supplier Relationship Management

- **Topic 1:** Strategic sourcing process and demand analysis
- **Topic 2:** Supplier market analysis and sourcing strategies
- **Topic 3:** Supplier selection and evaluation criteria
- **Topic 4:** Supplier Relationship Management SRM frameworks
- **Topic 5:** Contract management and negotiation strategies
- **Topic 6:** Strategic Purchasing for Managers decision-making tools
- **Reflection & Review:** Enhancing supplier performance through strategic sourcing

Day 3: Cost Management & Procurement Performance Optimization

- **Topic 1:** Total Cost of Ownership TCO and cost analysis techniques
- **Topic 2:** Cost reduction strategies and value engineering
- **Topic 3:** Spend analysis and procurement data analytics
- **Topic 4:** Procurement KPIs and performance measurement systems
- **Topic 5:** Budget control and financial impact of procurement decisions
- **Topic 6:** Aligning procurement performance with supply chain objectives
- **Reflection & Review:** Driving measurable procurement performance improvements



Day 4: Risk Management, Sustainability & Digital Procurement

- **Topic 1:** Risk management principles in procurement and supply chains
- **Topic 2:** Supply chain risk identification and mitigation strategies
- **Topic 3:** Sustainable procurement and ESG considerations
- **Topic 4:** Ethical sourcing and compliance in procurement
- **Topic 5:** Digital procurement transformation and emerging technologies
- **Topic 6:** Crisis management and supply chain resilience planning
- **Reflection & Review:** Building resilient and sustainable procurement strategies

Day 5: Leadership, Strategy & Procurement Excellence

- **Topic 1:** Procurement Skills for Team Leaders and supervisors
- **Topic 2:** Change management in procurement transformation
- **Topic 3:** Strategic procurement planning and execution frameworks
- **Topic 4:** Stakeholder management and cross-functional collaboration
- **Topic 5:** Innovation and continuous improvement in supply management
- **Topic 6:** Building and sustaining procurement excellence frameworks
- **Reflection & Review:** Transitioning from operational procurement to strategic leadership

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

Basic experience in procurement, purchasing, or supply chain roles is recommended. Familiarity with supplier management or contract processes is beneficial but not required

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session is generally structured to last around 4–5 hours, with breaks and interactive activities include. The total course duration spans five days, approximately 20–25 hours of instruction

What is the key difference between strategic procurement and operational purchasing?

Strategic procurement focuses on long-term value creation, supplier partnerships, and alignment with business goals. Operational purchasing focuses on transactional activities such as order processing and daily procurement tasks



How This Course is Different from Other Strategic Procurement & Supply Management Courses:

This course is specifically designed for supervisors, focusing on practical application rather than theory alone. It integrates Strategic Purchasing, Strategic Procurement, and Procurement and Supply Chain concepts into a structured and actionable learning experience.

Unlike generic programs, this course emphasizes real-world execution, enabling participants to apply Supply Management Training concepts directly in their roles. It focuses on developing Advanced Procurement Skills for Supervisors, including decision-making, supplier management, and performance optimization.

The course also incorporates modern practices such as digital procurement, sustainability, and data-driven decision-making, ensuring relevance in today's evolving business environment.

Participants leave with clear frameworks, practical approaches, and leadership capabilities that enable them to drive measurable improvements in procurement performance and contribute strategically to their organizations.