

Course No. 1992

Strategic Procurement Management & Best Practices Training Course

PROCUREMENT STRATEGY & STRATEGIC SOURCING
PROCUREMENT, CONTRACTS & SUPPLY CHAIN

DURATION

5 Days

DELIVERY

Classroom



Course Overview

The Strategic Procurement Management & Best Practices Training Course provides a comprehensive framework for managing procurement as a strategic business function that contributes directly to organizational performance, financial efficiency, operational continuity, risk management, and long-term value creation. The program moves beyond transactional purchasing to explore modern procurement principles, operating models, governance practices, strategic sourcing, supplier management, cost optimization, and performance improvement.

The course examines the complete procurement management cycle, including procurement strategy, spend management, demand planning, sourcing, supplier evaluation, contracting, purchasing, supplier performance, and procurement analytics. Participants will learn how to align procurement priorities with organizational objectives while establishing efficient processes, clear governance structures, appropriate controls, and measurable performance standards.

Particular emphasis is placed on procurement best practices that improve value without compromising quality, service, compliance, or supply continuity. Topics include strategic sourcing, category management, total cost of ownership, supplier relationship management, negotiation, contract performance, procurement risk, digital procurement, sustainable procurement, and continuous improvement.

Through practical exercises, case studies, procurement diagnostics, process improvement activities, supplier management scenarios, and strategic planning workshops, participants will develop the capability to assess procurement performance, identify improvement opportunities, strengthen procurement governance, and implement practical initiatives that enhance efficiency, transparency, resilience, and measurable business value.

Objectives

- By the end of the course, participants will be able to:
- Explain the strategic role of procurement in organizational performance and value creation.
- Assess procurement maturity, operating models, processes, and governance structures.
- Develop procurement strategies aligned with organizational and financial priorities.
- Analyze spend, demand, and procurement requirements to establish strategic priorities.

- Apply category management and strategic sourcing principles to procurement decisions.
- Evaluate suppliers using commercial, operational, technical, financial, and risk criteria.
- Apply total cost of ownership principles to purchasing and sourcing decisions.
- Strengthen supplier relationship management and supplier performance practices.
- Apply effective procurement negotiation and commercial management techniques.
- Identify procurement risks and establish appropriate mitigation measures.
- Improve procurement processes, controls, compliance, and governance.
- Apply procurement performance indicators and management reporting.
- Identify opportunities for cost optimization and sustainable value creation.
- Integrate technology, automation, and data analytics into procurement operations.
- Incorporate sustainability and responsible procurement considerations into sourcing decisions.
- Develop a practical roadmap for procurement transformation and continuous improvement.

Who Should Attend

This course is designed for procurement and supply chain professionals responsible for procurement strategy, sourcing, purchasing, category management, supplier management, contracts, procurement operations, and commercial activities. It is particularly relevant to procurement directors, procurement managers, category managers, strategic sourcing specialists, purchasing managers, buyers, procurement analysts, and supply chain professionals.

The program is also valuable for finance managers, budget and cost specialists, contract and commercial professionals, operations managers, project managers, asset and maintenance professionals, risk and compliance specialists, internal control teams, and senior managers who influence procurement strategy, expenditure, supplier decisions, or organizational performance.

It is suitable for professionals working in government entities and ministries, banks and financial institutions, oil and gas organizations, manufacturing, construction and engineering, utilities, telecommunications, healthcare, technology companies, multinational corporations, and large enterprises seeking to strengthen procurement effectiveness and strategic capability.

Learning Outcomes

- By the end of the course, participants will be able to:
- Evaluate the effectiveness and maturity of an organization's procurement function.
- Develop procurement strategies that support business, financial, and operational objectives.
- Map and assess procurement processes from demand identification through supplier performance.
- Analyze organizational spend and identify strategic procurement opportunities.
- Segment procurement categories and determine appropriate management approaches.
- Develop sourcing strategies based on market conditions, business requirements, and risk.
- Assess suppliers using structured performance and risk criteria.
- Apply total cost of ownership analysis to procurement decisions.
- Establish effective supplier relationship and performance management frameworks.
- Identify procurement process inefficiencies, control weaknesses, and sources of value leakage.
- Develop procurement performance indicators and management dashboards.
- Evaluate procurement risks and establish practical mitigation strategies.
- Identify cost optimization and value improvement initiatives.
- Assess opportunities for digital procurement, automation, and data-driven decision-making.
- Integrate sustainability and responsible sourcing principles into procurement practices.
- Build an actionable procurement improvement and transformation roadmap.

Course Outline

DAY 01

Strategic Procurement Management and Operating Excellence

- The strategic evolution of procurement.
- Procurement as a value-creation and business-enabling function.
- Strategic versus transactional procurement.
- Procurement operating models and organizational structures.
- Procurement roles, responsibilities, and accountability.
- Procurement governance and decision-making frameworks.

DAY 01 — CONTINUED

- Procurement policies, procedures, and internal controls.
- Alignment between procurement, finance, operations, and business strategy.
- Procurement maturity assessment.
- Identifying gaps in procurement capabilities and operating practices.
- Building a high-performing procurement function.

PRACTICAL APPLICATION

Conduct a procurement maturity assessment and identify key capability, governance, process, and performance gaps within a selected organization.

DAY 02

Spend Management, Category Management, and Strategic Sourcing

- Procurement spend management principles.
- Spend classification and analysis.
- Identifying unmanaged and fragmented spend.
- Demand management and procurement planning.
- Category segmentation and prioritization.
- Category strategy development.
- Strategic sourcing methodologies.
- Supply market analysis and supplier competition.
- Supplier consolidation and rationalization.
- Standardization and specification optimization.
- Total cost of ownership and value analysis.
- Developing strategic sourcing opportunities.

PRACTICAL APPLICATION

Analyze a procurement category, identify spending patterns and value opportunities, and develop a preliminary category and sourcing strategy.

DAY 03**Supplier Management, Negotiation, and Commercial Excellence**

- Supplier qualification and selection.
- Supplier segmentation and relationship models.
- Supplier performance management.
- Supplier scorecards and performance indicators.
- Supplier risk and dependency management.
- Strategic supplier relationship management.
- Procurement negotiation preparation and strategy.
- Price, cost, payment, service, and contractual negotiations.
- Managing concessions and commercial trade-offs.
- Contract performance and supplier accountability.
- Resolving supplier performance issues.
- Developing long-term supplier value.

PRACTICAL APPLICATION

Develop a supplier performance framework and conduct a negotiation simulation focused on cost, service levels, quality, risk, and commercial value.

DAY 04**Procurement Risk, Compliance, Digitalization, and Sustainability**

- Procurement risk identification and assessment.
- Supply continuity and business resilience.
- Supplier concentration and dependency risks.
- Fraud, conflicts of interest, and procurement integrity.
- Procurement compliance and control mechanisms.
- Audit readiness and procurement documentation.
- Digital procurement operating models.
- Procurement automation and process efficiency.

DAY 04 — CONTINUED

- Procurement data analytics and decision support.
- Electronic sourcing and supplier collaboration.
- Sustainable and responsible procurement.
- Environmental, social, and governance considerations in procurement.

PRACTICAL APPLICATION

Develop a procurement risk and improvement assessment incorporating compliance controls, supply continuity, digital opportunities, and sustainability considerations.

DAY 05

Procurement Performance, Governance, and Continuous Improvement

- Procurement performance management frameworks.
- Key procurement performance indicators.
- Measuring savings, value, efficiency, compliance, and service.
- Procurement dashboards and management reporting.
- Benefits tracking and savings validation.
- Procurement governance reviews.
- Continuous improvement methodologies.
- Process optimization and elimination of procurement bottlenecks.
- Procurement capability development.
- Strategic procurement transformation.
- Building procurement roadmaps and implementation priorities.
- Sustaining procurement excellence.

FINAL WORKSHOP

Develop an integrated Strategic Procurement Management Improvement Plan covering procurement maturity, spend priorities, category management, sourcing opportunities, supplier performance, cost optimization, risk management, governance, digitalization, sustainability, performance indicators, and a prioritized implementation roadmap.



Register or Request More Information

Course page: <https://quest-training.com/courses/strategic-procurement-management-best-practices-training-course>

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