MERCURY

Advanced Procurement Strategies and Supply Management

8 – 12 February 2027
Rome (Italy)



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Introduction

The Advanced Procurement Strategies and Supply Management course aims to provide participants with an in-depth understanding of the latest professional practices in advanced procurement strategies and supply management. It addresses methodologies for developing procurement systems and for linking them to the organization's operational and strategic objectives. It also explains modern mechanisms for managing supply chains and improving negotiation efficiency with suppliers. It reviews best practices for building flexible supply networks based on proactive analysis and risk management. It also presents applied models for improving spending efficiency and developing purchasing policies. It further focuses on enhancing participants' capabilities in data-driven decision-making to ensure stable and efficient supply provision.

Targeted Audience

The Advanced Procurement Strategies and Supply Management course targets the following groups and professionals who seek to acquire knowledge and skills:

- Procurement managers in companies.
- Supply and supply chain officers.
- Specialists in contract and agreement management.
- Professionals seeking to develop procurement skills.
- Employees in logistics departments.
- Procurement and spending optimization teams.

Training Course Objectives

By the end of this training program in Advanced Procurement Strategies and Supply Management, participants will be able to:

- Understand and apply advanced procurement strategies effectively.
- Enhance analytical skills to make informed purchasing decisions.
- Develop the ability to evaluate suppliers and select the best based on clear performance criteria.
- Build flexible sourcing plans that support supply chain sustainability.
- Improve negotiation processes to ensure the best contractual terms.
- Implement spend management approaches to improve budget efficiency.
- Apply digital tools to enhance transparency in procurement procedures.
- Develop monitoring and control systems for supplier performance.
- Formulate purchasing policies that support long-term organizational objectives.
- Ensure compliance with modern supply management standards.

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Targeted Competencies

Participants will acquire the following competencies through the Advanced Procurement Strategies and Supply Management program:

- Strategic procurement planning skills.
- Ability to analyze markets and supply chains.
- Supplier management and performance evaluation skills.
- Negotiation and contract development skills.
- Demand forecasting and risk assessment skills.
- Ability to analyze data to support decision-making.
- Adaptation to digital transformation technologies in procurement.
- Building effective and reliable purchasing policies.
- Improving procurement processes through professional methodologies.

Studying Scenarios

In the Advanced Procurement Strategies and Supply Management training, participants will develop their capabilities through the following scenarios:

- Analyzing a sudden supply disruption and developing an alternative plan.
- Evaluating multiple suppliers and selecting the best based on data.
- Preparing a procurement plan for a new product under time pressure.
- Applying negotiation methodologies to obtain competitive pricing.
- Addressing a disruption in the supply chain and its impact on production.

Course Content

Unit 1: Fundamentals of Advanced Procurement and Supply Management

- Introduction to advanced concepts in modern procurement.
- The role of procurement in achieving organizational sustainability.
- Principles of developing advanced purchasing policies.
- Analysis of the supply cycle and its role in supporting operations.
- Linking procurement strategy to operational objectives.
- Tools for improving procurement processes and performance measurement.
- Requirements for building an effective procurement environment.
- Applications of proactive analysis in supply management.

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Unit 2: Building Advanced Procurement Strategies

- Steps for developing an integrated procurement strategy.
- Market and supplier analysis using data.
- Designing decision-making models in procurement.
- Best methods for supplier classification and quality evaluation.
- Building negotiation structures and leveraging purchasing power.
- Preparing spending plans based on quantitative analysis.
- Cost-reduction strategies and operational efficiency improvements.
- Aligning procurement plans with changes in supply chains.

Unit 3: Developing and Improving Supply Management

- Components of modern supply chains and their integration.
- Demand management models and forecasting needs.
- Inventory management using professional methodologies.
- Techniques for improving the flow of supplies within the organization.
- Risk analysis and its impact on supply continuity.
- Performance measurement tools and improving supply quality.
- Managing supplier relationships in dynamic environments.
- Developing transparency and reliability practices in supply management.

Unit 4: Negotiation and Contract Management in Advanced Procurement

- Principles of effective negotiation in commercial contracts.
- Building negotiation strategies based on data analysis.
- Evaluating financial and technical proposals from suppliers.
- Drafting contracts and ensuring compliance with their terms.
- Managing tenders and analyzing evaluation results.
- Improving supply terms to ensure long-term gains.
- Handling contractual disputes professionally.
- Strengthening long-term collaboration with suppliers.

Unit 5: Digital Transformation in Procurement and Supply Management

- The role of technology in developing advanced procurement strategies.
- Using digital systems to enhance transparency and control.
- Applying process automation systems in procurement and supply.
- Leveraging advanced analytics to improve performance.
- Managing big data and utilizing it for spending forecasting.
- Applying artificial intelligence solutions in supplier selection.
- Building an integrated digital system for supply management.
- Enhancing the experience of procurement teams through smart tools.

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Course Conclusion and Recommendations

This course helps participants enhance their efficiency in developing stronger, more flexible procurement strategies to support supply chain sustainability. Organizations will adopt modern approaches to ensure competitiveness in procurement processes and improve supply quality.