MERCURY

Effective Global Procurement and Logistics Management

7 – 18 December 2026
Johannesburg (South Africa)



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Introduction

This new approach to global procurement and logistics management seeks to optimize the value derived from procurement activities by combining traditional methods with advanced tools, techniques, and innovative approaches.

Participants in the effective procurement and logistics management course will gain insights into the category management methodology and acquire the necessary knowledge to apply this approach successfully implemented by world-class organizations.

The effective procurement and logistics management seminar illustrates how category management, encompassing supplier sourcing, management, development, and relationship management, significantly contributes to economic profit in stellar supply chains.

By the end of the effective procurement and logistics management course, attendees will understand how to realize these advantages, how effective global procurement is, and how the supply chain can create economic profit for world-class supply chains; we will also demonstrate how this can be achieved.

The effective procurement and logistics management course integrates a wealth of concepts key to understanding effective procurement and global procurement best practices. It aims to deliver a comprehensive educational experience that prepares professionals to navigate and excel in the complex, interconnected realm of global procurement and logistics.

Targeted Groups

- Procurement professionals.
- Supply chain professionals.
- Tender or bidding managers.
- Project engineers and project managers.

Course Objectives

By the conclusion of this effective procurement and logistics management course, participants will be equipped to:

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- Apply a profound understanding of supply chain activities.
- Identify, analyze, and evaluate procurement opportunities.
- Understand the key aspects of category management.
- Utilize a suite of tools and techniques for procurement excellence.
- Implement procurement and supply chain organizational enhancements.
- Comprehend current procurement and supply chain activities.
- Assess these for value opportunities.
- Determine how to maximize value from procurement.
- Understand procurement's role within the entire supply chain.
- Employ pertinent tools for effective procurement.
- Commit to ongoing procurement and supply chain improvements.

Targeted Competencies

At the end of this effective procurement and logistics management course, the participants will be able to:

- Analysis.
- Evaluation.
- Improvements.
- Making change.
- Sharing and understanding diverse perspectives.

Course Content

Unit 1: Understanding Procurement and Category Management

This unit provides foundational knowledge on effective procurement and its functions in the global procurement process. Participants will learn:

- Definitions of procurement and purchasing.
- Envisioning effective procurement and its benefits.
- The challenges of global procurement in the 21st century.
- The relationship between procurement and the Supply Chain.
- Achieving supply chain excellence through effective procurement strategies.
- Competitive advantage via effective procurement practices.
- Impact of the 2008 economic crisis on supply chains.
- Options for structuring procurement organizationally.
- Understanding global supply chain models and types.
- Defining category management and its evolution.
- Overview and consideration of category grouping.

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Unit 2: Maximizing Value and Procurement Excellence by Using Varied Routes

- Exploring the procurement excellence roadmap.
- Description of the purchasing and supplier loops.
- Advantages of employing category management.
- Improvement of value through category management.
- How does category management build from P2P and the procurement cycle?
- Integration of approaches for effective procurement management.
- The dual objectives of maximizing procurement value.
- Value opportunities derived from a category management application.

Unit 3: Understanding the Supplier Sourcing and Selection Routes

- Revisiting traditional purchasing.
- The P2P and procurement cycle context.
- Conducting value and risk analysis within effective procurement planning.
- Implementing the Kraljic matrix in global procurement strategies.
- Uncovering category management and value opportunities.
- The role of volume concentration in global procurement.
- Assessing best price evaluations.
- Delving into low-cost country sourcing practices.

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Unit 4: Understanding Collaborative Supplier Management

- Outlining supplier management objectives.
- Exploring supplier and customer connections.
- Examining supplier service within global procurement management.
- Integration of supplier management and contract management.
- Adopting best practices for contract management.
- Defining supplier relationship management and its objectives.
- Applying Supplier relationship management effectively.
- Emphasizing collaboration in global procurement and logistics.
- Defining the goals for supplier development.
- Best practices for supplier development.
- Learning from shifts in perspectives and post-implementation results.
- Identifying the benefits and improvements in supplier management.
- Understanding the outcomes of Category Management in the value opportunities.
- Specification enhancements development.
- Joint process development and linking prices with suppliers.
- Navigating value chain disruption and managing supply chain risks.
- Best practices within supplier management.

Unit 5: Recognizing and Overcoming The Barriers to Category Management

- Identifying common barriers and challenges to effective procurement.
- Addressing internal conflicts.
- Perceptions of procurement.
- Tackling the lack of creativity.
- Requisite skill sets.
- Building trust.
- Managing the fear of change.
- Strategies for overcoming barriers to effective procurement.
- Implementing best practices for adopting innovative procurement concepts.

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Unit 6: The 4 Steps Model for Introducing Category Management

- Analyzing the current situation.
- Identifying key questions.
- Conducting thorough research and analysis for effective procurement planning.
- Designing and improving procurement processes.
- Key questions for effective procurement management
- What needs doing?
- Planning new processes and structures for global procurement.
- Operating and reviewing new processes.
- Making category management strategy an ongoing process.

Unit 7: Category Management and Rethinking The Supply Chain

- Making projections about the future state of the supply chain.
- Incorporating agility in global procurement strategy.
- Design considerations for network design.
- Understanding the effects of China's supply chains.
- Embracing environmental sustainability Going "Green".
- Developing professional leaders/managers in global procurement.
- The 10 improvements for reengineering end-to-end supply chains.
- Improving supply chains through reengineering.
- Creating economic profit through effective global procurement practices.
- The 5 steps to achieving supply chain excellence.
- Developing the supply chain strategy.
- Supply chain strategy best practice.
- A vision for future global procurement and logistics.