MERCURY

The Strategic Buyer Procurement Training Course

21 – 25 December 2026
Nairobi (Kenya)



Dubai - UAE: +971 4 450 5697
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The Strategic Buyer Procurement Training Course

Ref: 4084_1052026 **Date:** 21 – 25 December 2026 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction:

International strategic buyer procurement is a complex process that has the potential to provide many benefits to the organization in the form of lower prices, higher quality, and improved supplier performance. This strategic buyer procurement course aims to furnish participants with the strategic buyer procurement skills necessary to thrive in the modern marketplace.

Throughout this strategic buyer training course, participants will engage in a buyer training course designed to equip them with the necessary tools and knowledge to excel in their roles. By the end of the strategic buyer procurement course, attendees will have a clear picture of what a strategic buyer's role is and how to apply it effectively in their careers.

Understanding the Strategic Buyer Role:

In today's procurement landscape, understanding what a strategic buyer and the strategic buyer mean is crucial. A strategic buyer operates with a long-term outlook, focusing on developing relationships, leveraging market trends, and optimizing the supply chain to add value to the organization. This strategic buyer procurement course will delve into the definition of a strategic buyer and explore how this role is evolving in the procurement world.

Targeted Groups:

- Experienced buyers and purchasing agents.
- Purchasing managers and purchasing directors
- Supply chain management personnel responsible for international logistics.
- Managers are interested in enhancing their management, negotiation, and buying skills.

Course Objectives:

At the end of this strategic buyer procurement course, the participants will be able to:

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- Locate, evaluate, and manage international sources.
- Implement best practices in international procurement.
- Effectively draft an international procurement contract.
- Manage the international movement of materials.
- Examine how to locate and evaluate new sources internationally.
- Consider the impact of the Internet on purchasing operations.
- Review best practices in international purchasing.
- Analyze ways of managing suppliers more effectively.
- Study new concepts in inventory management.
- Enhance their negotiating skills.
- Understand the proper drafting of international contracts.
- Plan for effective international transportation management.

Targeted Competencies:

- Purchasing methods.
- Supplier communication.
- Writing purchase orders.
- Logistics methods.
- Sourcing of materials.
- Negotiation.

Course Content:

Unit 1: The Modern Buying Function:

- Globalization and its effects.
- Utilizing the Internet for procurement.
- Modern buying practices.
- Assuring supplier performance.
- Methods for determining price.
- Procurement's role in the organization.
- Procurement performance measurement.
- Long-term contract pricing formulas.

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Unit 2: International Buying:

- International buying operations.
- International counter-trade.
- Achieving the benefits of global procurement.
- Overcoming the difficulties of international buying.
- Utilizing the learning curve.
- Ensuring the quality of material deliveries.
- International buying and inventory management.
- Reducing costs in inventory management.

Unit 3: International Supplier Sourcing:

- Preparing to move beyond domestic sourcing.
- Global sourcing.
- Locating international sources.
- Determining the type of supplier to utilize.
- Single source vs. multiple source policy.
- Source evaluation criteria.
- Managing exchange rate risk.
- Dealing with issues of ethics.

Unit 4: Negotiation And Contract Preparation:

- Insights into the negotiation process.
- Characteristics of the effective negotiator.
- Preparing to negotiate.
- Negotiating techniques.
- Obtaining the benefits of supplier partnering.
- International buying legalities.
- Drafting the international contract.
- Dispute resolution mechanisms.

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Unit 5: International Movement Of Goods:

- International commercial terms.
- Buying transportation services.
- Utilizing air transportation.
- Utilizing ocean transportation.
- Securing marine insurance.
- Calculating total landed cost.
- Strategic purchase planning.
- Reengineering purchasing operations.