MERCURY

The Complete Course on Purchasing Management Process

24 – 28 October 2027
Dubai (UAE)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Introduction

World-class organizations view applying best practices in purchasing as essential skill sets needed by all employees involved in the procurement process. This certified purchasing management course focuses on the common gaps in performance that must be filled for supply management to provide the continuous improvements needed for organizations to meet their strategic objectives.

This certified purchasing management course develops the skills required to be proactive rather than reactive in procurement activities, showcasing purchasing creativity, flexibility, and supply market knowledge. Participants will learn how to measure purchasing contributions to the organization so that this critical function can be elevated to be recognized as a core organizational competency, aligning with best practices in the certified purchasing management course.

At the heart of every successful business lies a robust purchasing management process overseen by trained and certified purchasing managers capable of shaping the efficiency and effectiveness of the procurement function. This comprehensive purchasing manager training course aims to equip professionals with the skills, knowledge, and competencies needed to excel in their roles, thereby contributing significantly to the bottom line of the organizations they represent.

Targeted Groups

- Purchasing supervisors.
- Purchasing managers.
- Buyers.
- Senior buyers.
- Procurement professionals
- This certified purchasing management course is for personnel who must understand the purchasing function.

Course Objectives

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

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- Develop high-performance purchasing organizations.
- Create strategic purchasing plans that align with certified purchasing manager training.
- Improve internal customer service through effective purchasing management processes.
- Eliminate low value-added processes and focus on advanced certificate skills in purchase management.
- Be taught how to develop spending profiles.
- Show analytics to guide procurement strategies.
- Explore many ways of reporting Key Performance Indicators KPI.
- Use past supplier performance data to select better purchasing manager roles and responsibilities.
- Understand the most important competencies for purchasing personnel essential in training for purchasing managers.

Targeted Competencies

At the end of this certified purchasing management course, the target competencies will be able to improve the following:

- Strategic sourcing.
- Developing spend analysis to focus on improvement initiatives.
- Cost containment strategies.
- Developing sourcing strategies that are part of a certified purchasing manager program.
- Procurement measurements that define performance in purchasing manager training programs.
- Reducing low-value activities within the purchasing management process.

Course Content

Unit 1: The 1st Steps To Becoming World Class

- 4 Stages to world class.
- Evaluating how purchasing is viewed today through the lens of a corporate purchasing manager.
- Strategic sourcing.
- Developing spend profiles and the ABC analysis.
- Creating new job descriptions for the purchasing of the future.
- Defining purchasing personnel required skill sets in line with the certified purchasing manager course.

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Unit 2: Evaluating Your Operation

- Defining best practices in purchase management.
- Conducting a purchasing gap analysis.
- Formulating a vision and mission for purchasing.
- Developing the purchasing department strategic plan.
- Establishing Key Performance Indicators KPI for procurement.
- Creating a company purchase price index through purchase order management tools.

Unit 3: Continuous Improvement and How To Get It

- Cost reduction initiatives in the role of the purchasing manager.
- Methods of cost containment from a certified purchasing manager course.
- Identifying waste in the supply chain.
- Analyzing supplier cost elements.
- Commodity/service strategic planning.
- Strategies for resisting price increases in purchasing management.

Unit 4: Suppliers Classification System

- Methods of supplier qualification.
- Implementing supplier performance metrics in alignment with the responsibilities of a purchasing manager.
- Applying supplier performance to purchasing decisions.
- Process mapping to eliminate low-value activities.
- eProcurement as part of the purchasing management process.

Unit 5: Improving the Image of Procurement

- Engaging global sourcing in the purchasing manager course.
- Comparing international labor rates.
- Developing and maintaining a customer focus.
- Addressing basic issues in corruption and fraud prevention.
- Enhancing the level of procurement professionalism.
- Keeping current in the purchasing management profession.