MERCURY

Supply Chain, Procurement, Purchasing, and Contract Management

8 – 12 March 2027
Madrid (Spain)



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

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Ref: 121243_1078752 **Date:** 8 – 12 March 2027 **Location:** Madrid (Spain) **Fees:** 5600 Euro

Introduction

This course provides a comprehensive overview of supply chain, procurement, purchasing, and contract management principles. Participants will gain practical insights into optimizing procurement processes, supplier relationships, and contract performance. The program explores strategic sourcing, risk management, and compliance frameworks, with an emphasis on real-world applications, cost-efficiency, and operational excellence. Learners will develop skills to enhance decision-making across the supply chain. By the end, participants will manage contracts and procurement with strategic insight and operational efficiency.

Targeted Groups

This Supply Chain, Procurement, Purchasing, and Contract Management course targets professionals seeking specialized knowledge and skills:

- Procurement officers seeking process efficiency.
- Supply chain managers aim to improve logistics.
- Contract administrators handling agreements.
- Purchasing managers are optimizing supplier relationships.
- Operations managers oversee procurement cycles.
- Professionals in project-based procurement.

Course Objectives

Participants will achieve the following objectives in Supply Chain, Procurement, Purchasing, and Contract Management:

- Understand supply chain management frameworks.
- Master procurement planning and execution.
- Optimize purchasing decisions for cost and quality.
- Develop effective supplier negotiation strategies.
- Apply contract management best practices.
- Manage risk and compliance in procurement.
- Enhance decision-making in sourcing and supply.
- Integrate technology in procurement processes.

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Targeted Competencies

Participants will gain the following competencies during the program:

- Strategic sourcing and supplier evaluation.
- Contract drafting and negotiation skills.
- Inventory management optimization.
- Risk identification and mitigation.
- Budgeting and cost control in procurement.
- Legal and regulatory compliance understanding.
- Supplier relationship management.
- Data-driven decision-making in supply chains.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Negotiating supplier contracts for high-value projects.
- Addressing supply chain disruptions in real-time.
- Implementing cost-saving procurement strategies.
- Managing multi-vendor procurement processes.
- Evaluating supplier performance metrics.
- Ensuring compliance in contract execution.

Course Content

Unit 1: Introduction to Supply Chain and Procurement

- Overview of supply chain management principles.
- Key procurement processes and lifecycle stages.
- Roles and responsibilities in supply chain management.
- Understanding purchasing and procurement functions.
- Supplier selection and evaluation criteria.
- Cost management and budgeting basics.
- Introduction to procurement risk management.

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Unit 2: Strategic Sourcing and Supplier Management

- Defining strategic sourcing and its benefits.
- Supplier segmentation and prioritization.
- Developing supplier scorecards and KPIs.
- Supplier relationship and performance management.
- Negotiation strategies and techniques.
- Contractual terms and SLA alignment.
- Ethical sourcing and sustainability practices.

Unit 3: Purchasing Management

- Purchase requisition and order processes.
- Vendor selection and bidding methods.
- Managing purchase orders and approvals.
- Inventory planning and control techniques.
- Cost reduction strategies and benchmarking.
- Integrating technology for purchase management.
- Monitoring supplier delivery performance.

Unit 4: Contract Management Essentials

- Contract lifecycle and key stages.
- Drafting contracts and standard clauses.
- Legal considerations in procurement agreements.
- Risk allocation and mitigation in contracts.
- Contract compliance and auditing.
- Dispute resolution and vendor management.
- Performance monitoring and reporting.

Unit 5: Advanced Supply Chain Optimization

- Supply chain integration and coordination.
- Lean procurement and process improvement.
- Managing global sourcing and logistics.
- Strategic decision-making and scenario analysis.
- Risk management in complex supply networks.
- Continuous improvement and performance tracking.
- Leveraging analytics for procurement insights.

Final Insights & Key Takeaways

Participants will leave with practical strategies to streamline supply chain operations and procurement practices. They will be confident in managing contracts, suppliers, and procurement projects efficiently.