MERCURY

Advanced Procurement Skills & Professional Training Course

18 – 22 October 2027
Vienna (Austria)



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

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Ref: 4027_1081137 **Date:** 18 – 22 October 2027 **Location:** Vienna (Austria) **Fees:** 5900 Euro

Introduction:

This advanced procurement skills and professional course aims to enhance the skills of procurement professionals and senior buyers in organizations. Topics such as advanced negotiation, procurement techniques, business continuity, and contingency planning for procurement are discussed and practiced through simulations to reinforce learning.

The advanced procurement skills and professional course underscore the strategic importance of procurement departments by imparting concepts and practices to maximize departmental effectiveness, thus reducing costs throughout the supply chain.

The advanced procurement skills and professional program offer procurement and logistics management professionals an exceptional opportunity to develop leadership skills. These skills include fostering collaboration, managing conflicts, implementing effective time management techniques, and cultivating an adaptive mindset to navigate change. Participants will gain insight into best practices leading to world-class procurement activity alongside practical tools for immediate application.

Participants in this advanced procurement professional training will graduate with an advanced procurement certification and enhanced technical skills, enabling them to apply their knowledge effectively in their professional roles and contribute significantly to organizational success.

Enhancing Procurement and Logistics Management:

In the procurement sector, a procurement and logistics management certificate signifies a comprehensive understanding beyond the foundational procurement training course. This advanced procurement skills and professional course introduces the intricacies of procurement and procurement management, typically covering and elevating the proficiency of procurement professionals to a certified standard.

Targeted Groups:

- Procurement managers and senior managers.
- Procurement professionals.
- Purchasing managers.
- Senior buyers.
- Buyers.

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Course Objectives:

By the end of this advanced procurement management course, participants will be able to:

- Review critical supply strategies.
- Comprehend the principles of activity-based costing.
- Discuss current forces of change in the procurement landscape.
- Create rapport, build trust, and establish credibility in workgroups.
- Recognize the centrality of communication to successful, productive workgroups.
- Acquire the skills essential for forging strong supplier relationships.
- Delve into business continuity and contingency planning for procurement.
- Learn a robust category segmentation process.
- Plan and execute successful negotiations.
- Explore various negotiation approaches.
- Maintain high standards of procurement ethics.
- Effectively rate suppliers and assess their strengths and weaknesses.
- Gain recognition within the organization for improved performance
- Enhance skills in the advanced phases of strategic procurement.
- Bolster procurement professionals' capability, skill, and morale through procurement learning and development.

Targeted Competencies:

At the end of this course, the target competencies will be able to develop:

- Supply risk mitigation.
- Formulating critical supply strategies for the future.
- Crafting performance-based service contracts.
- Employing advanced negotiation techniques.
- Reducing the supply base judiciously.
- Transforming supplier relationships.
- Utilizing activity-based costing for informed decision-making.
- Exemplifying change leadership.
- Exercising communication leadership.
- Developing negotiation countermeasures.
- Advancing methods for controlling procurement negotiations.

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Course Content:

Unit 1: Performance Purchasing:

- Purchasing and its contribution to the organization.
- The supply chain and its influence.
- Influence of the External Environment on Procurement.
- Procurement organization's structure and function.
- The complete procurement cycle.
- Engaging with different purchasing systems.
- Critical supply strategies in action.
- The essentials of the category segmentation process.

Unit 2: The Supplier Relationship:

- Revolutionizing the supplier relationship.
- Setting clear and functional specifications.
- Collaborating with end-users for procurement success.
- Formulating supplier evaluation criteria.
- Deciding on the appropriate supplier methodologies.
- Embracing the total cost approach in procurement.
- Defining the organization's mission in nurturing supplier relationships.
- How do you excel as a good customer to suppliers?
- Ensuring communication, trust, and credibility are at the forefront.

Unit 3: Advanced Negotiation Skills:

- Techniques to avoid confrontational negotiating.
- Developing active listening skills for negotiation.
- Tackling negotiations with an agitated individual.
- Strategies for Dealing with Back-Door Selling Approaches.
- Understanding the power used on the buyer.
- Dissecting the other negotiator's source of power.
- Identifying negotiating pressure points.
- Approaches for negotiating with untrustworthy counterparts.
- Mastery of advanced negotiation tactics and countermeasures.

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Unit 4: Leadership Skills for Procurement Personnel:

- Enhancing communication techniques, including verbal, non-verbal, and written forms.
- Adopting communication methods that yield productivity and reduce stress.
- Promoting open communication and interaction helps develop trust.
- Identifying effective interpersonal interaction techniques.
- Responding to and perceiving change in procurement activities.
- Analyzing and preparing for the human elements in response to changes.

Unit 5: Advancing Procurement Contribution:

- Attracting and retaining top supply management talent.
- Instituting reliable supplier measurement systems.
- Effectively implementing vendor rating practices.
- Elaborating on steps in developing performance-based contracts.
- Structuring impactful action planning strategies.
- Undertaking business continuity and contingency planning for procurement.
- Discussing the principles and application of activity-based costing.
- Delineating between price, cost, and value in procurement decisions.
- Exploring strategies through which advanced procurement can amplify the organization's financial health.