MERCURY

Strategic Purchasing Management Best Practices Course

8 – 19 November 2027
Munich (Germany)



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Ref: 9438_261388 **Date:** 8 – 19 November 2027 **Location:** Munich (Germany) **Fees:** 9500 Euro

Introduction:

This complete strategic purchasing management best practices training course covers the skills required to lead a procurement team to world-class performance. It focuses on the typical "gaps" in performance that must be filled for Purchasing Management to provide the continuous improvements needed for organizations to meet their strategic objectives.

Further, this strategic purchasing management best practices training course encourages everyone to be proactive rather than reactive in procurement activities and how to work on the "right" things that display Purchasing's creativity, flexibility, and supply market knowledge.

This strategic purchasing management best practices course establishes how to provide and measure purchasing contributions to the organization, elevating this critical function to a core organizational competency.

Targeted Groups:

- Procurement and Contracts personnel.
- Purchasing, Contract Administration, Projects personnel.
- Engineering, Facilities, Finance, and Maintenance Personnel.
- Personnel involved in the planning and management of the tender process.
- Leaders in the acquisition of materials, equipment, and services.

Course Objectives:

At the end of this strategic purchasing management best practices course, the participants will be able to:

- Learn how to develop high-performance purchasing organizations.
- Develop strategic purchasing plans and discuss how to improve internal customer service.
- Appreciate and see the analytics that guide procurement strategies.
- Explore many ways of reporting Key Performance Indicators KPIs.
- Understand the most critical competencies for purchasing personnel.

Targeted Competencies:

At the end of this strategic purchasing management best practices training, the target audience will be able to:

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- The skills and attributes of world-class Purchasing Personnel.
- Measuring leading performance.
- Selection and application of management strategies.
- Understanding the changing International Best Practices.
- Managing suppliers to obtain best-in-class results.

What is the Strategic Purchasing Management Best Practices Course?

Understanding the strategic purchasing management best practices course involves delving into the intricacies of the purchasing management process. This comprehensive program explores the fundamentals of purchasing management, offering insights into its definition, functions, and objectives.

The course emphasizes the importance of strategic purchasing management and highlights the various types and principles essential for effective implementation. Participants gain exposure to various purchasing management tools and systems designed to streamline processes and enhance efficiency.

Through this strategic purchasing management best practices certification program, professionals acquire specialized knowledge and skills crucial for navigating the dynamic procurement landscape. The course elucidates why purchasing management is vital for organizations, elucidating its role in cost optimization, supply chain resilience, and strategic decision-making.

Participants in this strategic purchasing management best practices training learn to leverage purchasing management as a strategic asset by introducing strategic approaches and solutions, driving organizational success and competitiveness.

Course Content:

Unit 1: The 1st Steps to Becoming World Class:

- Stages to World-Class Purchasing.
- How Purchasing is viewed today.
- Strategic Sourcing.
- Developing Spend Profiles and the ABC Analysis.
- New Job Descriptions for Purchasing of the Future.
- Purchasing Personnel Required Skill Sets.

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Unit 2: Evaluating Your Operation:

- What are the Best Practices?
- Purchasing Gap Analysis.
- Vision and Mission for Purchasing.
- Developing the Purchasing Department Strategic Plan.
- Developing Key Performance Indicators KPIs for Procurement.
- Developing a Company Purchase Price Index.

Unit 3: Continuous Improvement and How to Get It:

- Cost Reduction Initiatives.
- Methods of Cost Containment.
- Waste in the Supply Chain.
- Breaking Down The Elements Of Supplier Cost.
- Commodity/Service Strategic Planning.
- Resisting Price Increases.

Unit 4: Supplier Management Approaches:

- Supplier Classification System.
- Supplier Qualification Methods.
- Supplier Performance Metrics.
- Apply Performance Criteria to Purchasing Decisions.
- Process Mapping to Eliminate Low-Value Activities.
- Applying eProcurement business process.

Unit 5: Improving the Image of Procurement:

- Global Sourcing.
- International Labor Rates Comparison.
- Developing and Maintaining a Customer Focus.
- Fundamental Issues in Corruption And Fraud Prevention.
- Increasing the Level of Procurement Professionalism.
- Keeping Current in the profession.

Conclusion:

Upon completion, individuals earn a certificate in purchasing management, validating their expertise and proficiency in this critical domain. Whether aspiring to enhance their career prospects or seeking to bolster organizational performance, the Strategic Purchasing Management Best Practices Course offers a comprehensive foundation for achieving excellence in procurement practices.