MERCURY

# Purchasing Management Masterclass Training Course

16 – 20 August 2027
Rome (Italy)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
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# Purchasing Management Masterclass Training Course

**Ref:** 4069_293964 **Date:** 16 – 20 August 2027 **Location:** Rome (Italy) **Fees:** 6200 Euro

## Introduction

Purchasing management is essential to modern organizations' success; successful organizations need highly trained and effective managers. Buying teams must effectively balance the requirement for high-quality materials and services with the lowest prices and low administrative costs and work with other departments and functions.

In this purchasing management course, purchasing teams will learn and be able to effectively balance requirements for high-quality materials and services at the lowest prices and low administrative costs and work with other departments and functions.

## Strategic Purchasing Management

In an era where strategic purchasing management has become a pivotal element for organizational success, this certified purchasing manager course offers a comprehensive analysis of the purchasing management process.

Delving deep into the theory and practical aspects of purchasing and procurement management, participants will engage with purchasing management tools and learn about effective sourcing masterclass approaches.

This certified purchasing manager training course is designed to instill savvy procurement practices, using modern purchasing management definitions and concepts to drive international purchasing management toward excellence.

## Targeted Groups

- Procurement and contracts personnel.
- Purchasing, contract administration, projects personnel.
- Buyers and senior buyers.
- Personnel involved in the planning and management of the tender process.
- Leaders in the acquisition of materials, equipment, and services.

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## Course Objectives

At the end of this purchasing manager training program, participants will be able to:

- Understand the essential requirements for purchasing management.
- Learn about team structures and roles.
- Recognize the benefits of improved purchasing.
- Implement the changes within the team and with other departments.
- Explore the strategies and tactics for improved buying.
- Understand the uses of tendering, negotiation, and other approaches.
- Measure and improve purchasing performance.
- Use key performance measures.
- Develop the right organizational strategies for their team.
- Master the roles and responsibilities of purchasers.
- Negotiate with suppliers.

## Targeted Competencies

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

- Strategic purchasing operations.
- Item value analysis.
- Departmental management.
- Negotiation.
- Purchasing ethics.
- Supplier evaluation.

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# Course Content

## Unit 1: Effective Purchasing in Modern Organizations

- What is the role of purchasing?
- What do other functions want from purchasing?
- Essentials for effective purchasing.
- Concepts and approaches in purchasing management.
- Team roles and responsibilities.
- What do you want to achieve?

## Unit 2: Tools for Effective Purchasing

- Spend mapping.
- Supply positioning.
- Supplier intelligence.
- Supplier selection.
- Role of distributors and agents.

## Unit 3: Financial and Non-Financial Purchasing Measures

- Pricing mechanisms.
- Value analysis.
- Cost analysis.
- Total cost of ownership.
- Capital equipment life cycle costing.
- Early involvement of other functions.

## Unit 4: Use of Appropriate Sourcing Techniques

- Use of tendering, negotiation, direct sourcing, and e-commerce.
- Tendering, RFIs, and RFQs.
- Negotiation preparation, strategy, and tactics.
- Negotiation with other cultures.
- E-procurement.

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## Unit 5: Implementing Purchasing Improvements

- Using key performance measures to monitor and deliver improvements.
- Metric hierarchies.
- Implementing change.
- Planning communications.
- Planning for action.