MERCURY

Advanced Purchasing Management Training course

1 – 5 August 2027
Kuala Lumpur (Malaysia)



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Ref: 4096_296058 **Date:** 1 – 5 August 2027 **Location:** Kuala Lumpur (Malaysia) **Fees:** 4600 Euro

Introduction

Managing the purchasing department of the 21st Century is a challenging task. Today's global economy makes the purchasing function increasingly complicated. In this procurement management training course, we will explore managing the various suppliers located thousands of kilometers from your plant while achieving actual cost savings.

Furthermore, in the advanced purchasing management course, we will discover how the purchasing department fits into the overall function of the supply chain operation. Lastly, in the advanced purchasing management course, we will cover how the purchasing department should be appropriately managed to achieve all of its Key Performance Indicators KPIs, which are critical for those seeking a certificate in procurement management.

Targeted Groups

- Buyers.
- Senior buyers.
- The purchasing supervisors.
- The purchasing managers.
- Other personnel must understand the purchasing function, including those interested in the purchasing certification program or aiming to master procurement management.

Course Objectives

At the end of this course in procurement management, participants will be able to:

- Define the strategic role of the purchasing department.
- Perform accurate supplier evaluation.
- Develop effective negotiation strategies with all suppliers.
- Explain the importance of value analysis in purchasing.
- Evaluate the department's performance using proper Key Performance Indicators KPIs.
- Improve the efficiency of the purchasing department, guiding them towards becoming certified purchasing management professionals.

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Targeted Competencies

At the end of this advanced purchasing management course, the participants will be able to:

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

Course Content

Unit 1: The Strategic Function of Purchasing

- What is The link between the purchasing function and organizational strategy management?
- Create a purchasing mission statement.
- How do you match the purchasing mission with the company's mission?
- How do you write for department objectives?
- What is the balance of quality, service, and price in purchasing and logistics management?
- Things purchasing should strive for.
- Type O purchasing manager.
- Type S purchasing manager.

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Unit 2: Supplier Evaluation and Negotiation

- What is negotiating with suppliers?
- Power in negotiation.
- Plan for negotiation.
- The 13 powers of negotiation.
- How do you achieve the proper agreements with suppliers?
- Factors used to evaluate suppliers on total performance.
- What are The ways of promoting good supplier relations?
- How do you create suppliers as good partners?
- How do you choose suitable suppliers?

Unit 3: Value Analysis

- What are the 16 vital strategic questions to ask?
- How to Apply the 16 strategic questions?
- How will these 16 questions reduce the total cost?
- Optimize purchasing productivity.
- Add value as a purchasing manager.
- The 21st-century purchasing manager.
- What is The difference between pushing papers and strategic thinking?

Unit 4: Managing and Evaluating Department Performance

- Centralization versus decentralization.
- Reasons for departmental performance appraisal.
- Manage other buyers.
- Management by objectives.
- Continuous development for the buyers.
- Key performance indicators for purchasing.
- Choose the right KPIs for purchasing.
- What is the correct number of departmental KPIs?

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Unit 5: Improving Purchasing Efficiency

- Evaluate service to end-users.
- Conduct the proper surveys.
- Communicating better with end-users
- Ethical behavior with suppliers.
- Ethical behavior with end-users.
- Ethical behavior within the department.
- Purchase policies and procedures.
- Train the staff.