MERCURY

Advanced Training Course on Strategic Procurement

12 – 23 July 2027
Madrid (Spain)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
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Ref: 15839_334841 **Date:** 12 – 23 July 2027 **Location:** Madrid (Spain) **Fees:** 9500 Euro

Introduction:

Strategic procurement is a critical aspect of modern business management. It focuses on optimizing resources, reducing costs, and ensuring the alignment of procurement processes with organizational goals. This Advanced Strategic Procurement training course delves deeply into the methodologies, tools, and techniques essential for mastering strategic procurement in a competitive environment.

The Advanced Strategic Procurement course provides an understanding of strategic procurement and its critical role in supply chain management. Participants will explore strategic procurement, its meaning, and its importance in achieving a competitive advantage for organizations. It delves into effective strategic procurement planning, innovative solutions, and best practices to enhance organizational efficiency.

Learners will gain the strategic procurement process, develop robust strategies, and understand the benefits of strategic procurement in optimizing resources and reducing costs. This Advanced Strategic Procurement training equips professionals with the skills to excel as strategic procurement analysts and implement advanced strategic procurement management techniques. It is perfect for professionals to master strategic procurement and drive success through strategic excellence.

Targeted Groups:

- Procurement Managers and Specialists.
- Supply Chain and Logistics Professionals.
- Senior Managers and Executives involved in procurement decisions.
- Business Analysts are focusing on cost optimization.
- Professionals are aspiring to enhance their strategic procurement skills.

Course Objectives:

At the end of this Advanced Strategic Procurement course, the participants will be able to:

- Develop and implement procurement strategies aligned with organizational goals.
- Utilize advanced tools and techniques for supplier evaluation and relationship management.
- Optimize procurement processes to achieve cost-efficiency and value generation.
- Mitigate risks associated with procurement operations.
- Build a resilient supply chain with sustainable sourcing practices.

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Targeted Competencies:

By the end of this Advanced Strategic Procurement training, the participant's competencies will:

- Strategic thinking and decision-making.
- Advanced negotiation and supplier relationship management.
- Risk management in procurement.
- Cost optimization and value creation.
- Data-driven procurement analysis.
- Sustainability and ethical sourcing practices.

Course Content:

Unit 1: Introduction to Strategic Procurement:

- Overview of procurement evolution and strategic importance.
- Key differences between tactical and strategic procurement.
- Understanding procurement's role in organizational success.

Unit 2: Procurement Strategy Development:

- Components of a successful procurement strategy.
- Aligning procurement goals with organizational objectives.
- Market analysis and supplier market dynamics.
- Strategic sourcing models and their applications.

Unit 3: Advanced Supplier Management:

- Criteria for evaluating and selecting suppliers.
- Building long-term, value-driven supplier relationships.
- Supplier performance measurement and improvement techniques.
- Conflict resolution and negotiation strategies.

Unit 4: Procurement Cost Optimization:

- Total Cost of Ownership TCO approach.
- Techniques for identifying and eliminating procurement inefficiencies.
- Budgeting and forecasting in strategic procurement.
- Leveraging economies of scale for cost savings.

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Unit 5: Procurement Risk Management:

- Identifying and categorizing procurement risks.
- Developing risk mitigation strategies.
- Contract management and compliance in procurement.
- Using technology for risk assessment and management.

Unit 6: Sustainable and Ethical Sourcing:

- Principles of sustainable procurement.
- Ethical considerations in supplier selection and management.
- Green procurement practices and their impact.
- Case studies of successful sustainable sourcing initiatives.

Unit 7: Digital Transformation in Procurement:

- Role of technology in modern procurement.
- Overview of procurement software and tools.
- Leveraging data analytics for strategic decision-making.
- Emerging trends in digital procurement.

Unit 8: Negotiation Strategies for Procurement Success:

- Planning and preparing for high-stakes negotiations.
- Advanced negotiation tactics and techniques.
- Managing complex multi-party negotiations.
- Post-negotiation evaluation and relationship strengthening.

Unit 9: Building Resilient Supply Chains:

- Characteristics of a resilient supply chain.
- Strategies for mitigating supply chain disruptions.
- Enhancing collaboration between procurement and supply chain teams.
- Scenario planning and contingency management.

Unit 10: Measuring Procurement Performance:

- Key performance indicators KPIs for strategic procurement.
- Benchmarking procurement performance against industry standards.
- Continuous improvement in procurement practices.
- Case studies on successful performance measurement.