BLACKBIRD FOR TRAINING

Advanced Procurement and Supply Chain Management

15 – 19 March 2027
Barcelona (Spain)



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Ref: 3254419_309754 **Date:** 15 – 19 March 2027 **Location:** Barcelona (Spain) **Fees:** 5900 GBP

Introduction

This comprehensive course is designed to provide participants with the essential knowledge and advanced skills required to manage procurement processes effectively. The course encompasses critical topics such as supply chain management, procurement policies and procedures, supplier negotiations, contract drafting and management, and compliance with international standards and best practices in procurement. Tailored for procurement and supply chain professionals, this program equips attendees with the tools needed to enhance their job performance, streamline procurement processes, and advance their careers in a competitive global market.

Course Objectives

By the end of this course, participants will:

- Understand the fundamentals of procurement management and its strategic importance in business operations.
- Gain practical skills to negotiate effectively with suppliers and secure optimal outcomes.
- Learn how to evaluate and select suppliers strategically to align with organizational goals.
- Enhance their ability to manage contracts, monitor supplier performance, and resolve disputes.
- Acquire insights into modern procurement strategies, such as cost reduction and sustainability.
- Master data analysis techniques for decision-making in procurement and supply chain optimization.
- Explore trends like electronic procurement e-Procurement and corporate social responsibility in procurement.

Course Outlines

Day 1: Procurement Basics

- Introduction to Procurement Management.
- Strategic Role of Procurement in Business Success.
- Procurement Policies, Procedures, and Frameworks.
- Comparing Local and International Procurement Practices.
- Supplier Selection Criteria and Relationship Management.



Day 2: Strategic Procurement Planning

- Conducting Market Analysis and Assessing Organizational Needs.
- Developing Effective Procurement Strategies and Plans.
- Budgeting and Allocating Resources for Procurement Processes.
- Establishing Key Performance Indicators KPIs for Success.
- Negotiation Strategies: Preparing and Executing Effective Negotiations.

Day 3: Effective Negotiation and Supplier Evaluation

- Principles of Negotiation in Procurement.
- Preparing Negotiation Plans and Using Scenario Analysis.
- Managing Conflicts and Achieving Mutually Beneficial Outcomes.
- Supplier Evaluation: Criteria and Performance Metrics.
- Preparing Requests for Proposals RFPs and Bid Analysis.

Day 4: Contract and Supplier Management

- Drafting Contracts and Understanding Legal Terms.
- Contract Management: Monitoring Performance and Resolving Issues.
- Handling Contract Amendments and Evaluating Risks.
- Using Technology for Efficient Contract and Supplier Management.
- Improving Supplier Performance through Feedback and Monitoring.

Day 5: Data Analysis and Modern Procurement Strategies

- Introduction to Procurement Data Analysis Tools and Techniques.
- Leveraging Data for Informed Decision-Making.
- Principles of Supply Chain Management and Cost Optimization.
- Exploring Sustainability and Corporate Social Responsibility in Procurement.
- Understanding Trends in Electronic Procurement e-Procurement and Automation.

Why Attend This Course: Wins & Losses!

- Gain advanced skills to manage procurement processes strategically and effectively.
- Learn how to align procurement practices with organizational goals for sustainable growth.
- Master data-driven decision-making and stay ahead in a competitive procurement landscape.
- Explore cutting-edge tools and modern procurement strategies, such as e-Procurement.
- Acquire techniques to minimize risks, reduce costs, and maximize supplier performance.



Conclusion

This course offers a robust framework to enhance your procurement and supply chain management capabilities, equipping you with the tools to thrive in today's competitive market. From mastering supplier negotiations to implementing advanced procurement strategies, participants will be prepared to make impactful decisions, optimize operations, and drive organizational success.

Join us today and elevate your expertise in procurement and supply chain management!

