

Introduction to Procurement Management

7 – 11 June 2027
Milan (Italy)

UK Traininig

PARTNER

A photograph of chess pieces on a checkered board. In the foreground, a large gold king piece stands prominently. To its left is a smaller silver pawn. Further back and to the left is another silver pawn. The background features concentric circles, suggesting a target or focus.

Introduction to Procurement Management

Ref: 3255763_350609 **Date:** 7 – 11 June 2027 **Location:** Milan (Italy) **Fees:** 5200 GBP

Introduction

Procurement management is an important function that directly affects an organization's efficiency, cost control, and ability to secure materials and services at the right time and required quality. It is not limited to purchasing activities only. It includes planning, needs analysis, supplier management, proposal evaluation, risk control, and performance follow-up in a way that supports operational and financial objectives.

This course provides a practical and structured understanding of procurement management, covering the key stages of the purchasing process within organizations. These stages include identifying needs, preparing specifications, selecting suppliers, analyzing offers, negotiating terms, issuing purchase orders, following up on execution, and measuring supplier performance.

The course helps participants manage procurement activities with a more professional approach by linking purchasing decisions to quality, cost, time, risk, and compliance. The content is built around practical applications and real workplace cases that support better purchasing decisions and reduce common procurement mistakes.

Course Objectives

By the end of this course, participants will be able to:

- Understand the role of procurement management in supporting organizational efficiency and business continuity.
- Analyze the stages of the purchasing process from need identification to request closure.
- Prepare clear specifications for required goods and services.
- Define suitable criteria for supplier selection and evaluation.
- Analyze supplier offers from technical, financial, and operational perspectives.
- Apply negotiation techniques that help achieve better value for the organization.
- Understand the relationship between procurement, contracts, stores, finance, and operations.
- Manage purchase orders in a structured and trackable way.
- Identify procurement risks and develop actions to reduce them.
- Monitor supplier performance using clear indicators.
- Improve procurement procedures and reduce delays and waste.
- Strengthen transparency and governance in procurement decisions.

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A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground on the right, with a silver pawn and a silver knight behind it. In the background, there are concentric circles and a small gold pawn.

Course Outlines

Day 1: Procurement Management and Its Role in the Organization.

- Definition of procurement management and its importance in the workplace.
- Difference between basic purchasing and structured procurement management.
- Role of procurement in cost control and supply quality improvement.
- Relationship between procurement and other departments within the organization.
- Stages of the organizational purchasing cycle.
- Identifying stakeholders in the procurement process.
- Common procurement mistakes and how to avoid them.
- Practical exercise on mapping a purchasing cycle within an organization.

Day 2: Needs Planning and Specification Preparation.

- Analyzing purchasing needs before starting the procurement process.
- Converting internal requests into clear requirements.
- Preparing technical and commercial specifications for goods and services.
- Difference between general specifications and detailed specifications.
- Impact of weak specifications on price, quality, and delivery.
- Preparing purchase requests and supporting documents.
- Coordinating with requesting departments to confirm needs.
- Practical application on preparing specifications for a purchase request.

Day 3: Supplier Selection and Offer Analysis.

- Identifying suitable supply sources.
- Preparing a qualified supplier list based on the nature of the need.
- Supplier evaluation criteria in terms of price, quality, experience, and commitment.
- Reviewing technical and financial offers in a balanced way.
- Comparing offers using a clear evaluation table.
- Understanding best value, not only the lowest price.
- Handling incomplete or non-compliant offers.
- Workshop on analyzing supplier offers and selecting the most suitable option.

Day 4: Negotiation, Purchase Orders, and Risk Management.

- Principles of negotiation in procurement management.
- Preparing for negotiation through price, terms, and risk analysis.
- Improving payment, delivery, warranty, and service terms.
- Preparing a purchase order and understanding its key components.
- Following up on purchase order execution until delivery.
- Identifying supply risks such as delays, poor quality, and price changes.
- Developing actions to reduce supplier-related risks.
- Case study on a supply problem and preparing a corrective action plan.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The background shows concentric circles emanating from behind the pieces.

Day 5: Performance Follow-Up and Procurement Improvement.

- Key performance indicators in procurement management.
- Measuring supplier performance in terms of commitment, quality, and cost.
- Analyzing causes of delays or poor performance in purchasing processes.
- Improving procurement procedures and reducing unnecessary steps.
- Using reports to support purchasing decisions.
- Strengthening transparency and compliance in procurement activities.
- Preparing an improvement plan for a procurement process within the organization.
- Presenting and discussing final practical applications.

Why Attend this Course: Wins & Losses!

- Gain a practical and structured understanding of procurement management within organizations.
- Improve the ability to identify purchasing needs accurately.
- Prepare clear specifications that reduce disputes with suppliers.
- Develop supplier evaluation and selection skills.
- Analyze offers by considering price, quality, and risk together.
- Improve negotiation ability and achieve better purchasing terms.
- Reduce purchasing errors caused by weak planning or poor documentation.
- Improve purchase order and supply follow-up efficiency.
- Strengthen supplier relationships through clear standards.
- Support transparency and compliance in purchasing decisions.
- Reduce waste, delays, and unnecessary costs.
- Build a practical method for improving procurement performance.

Conclusion

This course provides a practical and integrated framework for understanding procurement management and applying related best practices. It focuses on the key areas needed by procurement professionals and related departments, from planning and needs identification to supplier selection, offer analysis, negotiation, and performance follow-up.

The course begins by explaining the role of procurement within the organization and its impact on cost, quality, and business continuity. It then moves into preparing specifications and purchase requests in a way that reduces ambiguity and improves output quality. After that, the course focuses on supplier selection and offer analysis using clear criteria that support more balanced purchasing decisions.

The course also covers negotiation skills, purchase order management, and supply-related risks, then concludes with performance measurement and procurement process improvement. This sequence helps participants understand procurement as an interconnected system rather than separate steps.

By the end of the course, participants will be better prepared to manage purchasing activities efficiently, improve supplier management, reduce risks, and strengthen transparency and compliance in the workplace.

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