The Complete Course on Purchasing Management

7 – 11 December 2026
Istanbul (Turkey)



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Introduction

In world-class organizations, applying best practices in purchasing is considered an essential skill set for all employees involved in the procurement process. This course is designed to address common performance gaps in procurement, enabling purchasing managers and supply teams to contribute significantly to organizational success. The course will help you become proactive, focus on the "right" things, and demonstrate the creativity, flexibility, and market knowledge necessary for effective purchasing management.

You will learn how to improve internal customer service, develop strategic purchasing plans, and analyze key performance indicators KPIs to measure procurement contributions to the organization's objectives. This program will equip you with tools and knowledge to elevate purchasing to be seen as a core organizational competency.

Course Objectives

- Develop high-performance purchasing organizations.
- Create and implement strategic purchasing plans that align with business goals.
- Improve internal customer service within the purchasing department.
- Eliminate low-value-added processes for greater procurement efficiency.
- Develop and analyze spend profiles to enhance decision-making.
- Explore analytics to guide procurement strategies.
- Learn to report on key performance indicators KPI and assess supplier performance.
- Understand the critical competencies required for purchasing managers.
- Identify and apply best practices in purchasing to drive continuous improvement.



Course Outlines

Day 1: The First Steps to Becoming World-Class

- Understanding the 4 stages to world-class purchasing.
- Realistic assessment of how purchasing is perceived in your organization.
- Introduction to strategic sourcing.
- Developing spend profiles and using the ABC analysis.
- New job descriptions for the future of purchasing management.
- Key purchasing manager skills required for success.

Day 2: Evaluating Your Operation

- Defining best practices in purchasing.
- Conducting a purchasing gap analysis to identify improvement areas.
- Developing a vision and mission for the purchasing department.
- Creating a strategic purchasing plan.
- Establishing key performance indicators KPIs for procurement.
- Introduction to the Company Purchase Price Index.

Day 3: Continuous Improvement and How to Achieve It

- Implementing cost reduction initiatives and methods of cost containment.
- Identifying waste in the supply chain and eliminating inefficiencies.
- Analyzing supplier cost elements and commodity/service strategic planning.
- Techniques for resisting price increases in procurement.

Day 4: Supplier Classification System

- Understanding supplier qualification methods.
- Developing supplier performance metrics to aid decision-making.
- Using performance data for better purchasing decisions.
- Mapping processes to eliminate low-value activities.
- Introduction to eProcurement and its benefits for purchasing.

Day 5: Improving the Image of Procurement

- Introduction to global sourcing and its importance.
- Comparing international labor rates in the procurement process.
- Developing and maintaining a customer focus in procurement.
- Addressing corruption and fraud prevention issues in purchasing.
- Increasing the level of procurement professionalism.
- Strategies for staying current in the profession.



Why Attend This Course: Wins & Losses!

- Gain a comprehensive understanding of the importance of purchasing management and its impact on your organization.
- Learn how to develop strategic purchasing plans and high-performance purchasing organizations.
- Master purchasing management processes that drive operational efficiency and profitability.
- Learn how to use analytics and KPIs to guide procurement strategies and decisions.
- Gain a competitive edge by mastering global purchasing practices and modern procurement tools.

Conclusion

This course is an essential investment for anyone seeking to excel in purchasing management. You will learn how to create high-performance purchasing organizations, develop strategic plans, and apply best practices in purchasing to achieve continuous improvement. By attending, you'll not only elevate your procurement processes but also transform your purchasing department into a core competency of your organization.

Enroll today and take the first step towards becoming a successful purchasing manager who can drive operational efficiency, strategic sourcing, and organizational success!

