

## The A - Z of Purchasing & Supply Chain Management

*Lisbon (Portugal)*

*14 - 18 July 2025*

UK Training

# PARTNER



## The A - Z of Purchasing & Supply Chain Management

Code: SC28 From: 14 - 18 July 2025 City: Lisbon (Portugal) Fees: 4400 Pound

### Introduction

Managing the purchasing department of the 21st Century is not an easy task. Today's global economy makes the purchasing function increasingly complicated. In this course, we will explore how to manage the various suppliers that may be located thousands of kilometers from your plant while achieving real cost savings. Furthermore, we will discover how the purchasing department fits in the overall function of the supply chain operation. Lastly, we will cover how the purchasing department should be managed properly to achieve all of its Key Performance Indicators KPIs.

### Course Objectives

- 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 performance of the department using proper Key Performance Indicators KPIs.
- Improve the efficiency of the purchasing department.

### Course Outlines

#### Day 1

##### The strategic function of purchasing

- The link between the purchasing function and organizational strategy.
- Creating a purchasing mission statement.
- Matching the purchasing mission with the company's mission.
- Writing the department's objectives.
- Balancing quality, service, and price.
- Things purchasing should strive for.
- Type O purchasing manager.
- Type S purchasing manager.

#### Day 2

##### Supplier evaluation and negotiation

- Negotiating with suppliers.
- Power in negotiation.
- Planning for negotiation.

UK Training

**PARTNER**



- The 13 powers of negotiation.
- Achieving the right agreements with suppliers.
- Factors used to evaluate suppliers on total performance.
- Ways of promoting good supplier relations.
- Creating suppliers as good partners.
- Choosing the right suppliers.

### Day 3

#### Value analysis

- 16 key strategic questions to ask.
- Applying the 16 strategic questions.
- How these 16 questions will reduce the total cost?
- Optimizing purchasing productivity.
- Adding value as a purchasing manager.
- The 21st-century purchasing manager.
- From pushing papers to strategic thinking.

### Day 4

#### Managing and evaluating the department's performance

- Centralization versus decentralization.
- Reasons for departmental performance appraisal.
- Managing other buyers.
- Management by objectives.
- Continuous development for the buyers.
- Key Performance Indicators for purchasing.
- Choosing the right KPIs for purchasing.
- The right number of departmental KPIs.

### Day 5

#### Improving purchasing efficiency

- Evaluating service to end-users.
- Conducting the right surveys.
- Communicating better with end-users.
- Ethical behavior with suppliers.
- Ethical behavior with end-users.
- Purchasing policies and procedures.
- Training the staff.

UK Training  
**PARTNER**



## Blackbird Training Cities

### Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)  
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



## Blackbird Training Cities

### USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

### Africa



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training  
**PARTNER**

## Blackbird Training Cities

### Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**

## Blackbird Training Categories

### Management & Admin

Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Elevation

### Technical Courses

Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom



+44 7401 1773 35  
+44 7480 775526



Sales@blackbird-training.com



www.blackbird-training.com

UK Training

**PARTNER**

