

The Complete Course on Purchasing Management

Istanbul (Turkey)

16 - 20 November 2025

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Code: SC28 From: 16 - 20 November 2025 City: Istanbul (Turkey) Fees: 3900 Pound

Introduction

World-class organizations view the application of best practices in purchasing as being essential skill sets needed by all employees involved in the procurement process. This course focuses on the common "gaps" in the performance that must be filled for Supply Management to provide the continuous improvements needed for organizations to meet their strategic objectives.

This Course develops how to be proactive rather than reactive in procurement activities and how to be working on the "right" things that display Purchasing's creativity, flexibility, and supply market knowledge. We establish how to provide and measure purchasing contributions to the organization so that this critical function and all those in it can be elevated to be seen as a core organization competency.

Course Objectives

- Learn how to develop high-performance purchasing organizations.
- Develop strategic purchasing plans.
- Discuss how to improve internal customer service.
- Determine how to eliminate low value-added processes.
- Be taught how to develop spend profiles.
- Show analytics that to guide procurement strategies.
- Explore many ways of reporting key performance indicators KPI.
- See how to apply past supplier performance for better selection.
- Be presented with the most important competencies for purchasing personnel.

Course Outlines

Day 1: The 1st Steps To Becoming World Class

- 4 Stages To World Class.
- Let's be honest of how Purchasing is viewed today.
- Strategic Sourcing.
- Developing Spend Profiles and the ABC Analysis.
- New Job Descriptions For Purchasing of the future.
- Purchasing Personnel Required Skill Sets.

Day 2: Evaluating Your Operation

- What are best Practices.
- Purchasing Gap Analysis.
- Vision and Mission for Purchasing.

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- Developing The Purchasing Department Strategic Plan.
- Developing Key Performance Indicators KPI For Procurement.
- Developing A Company Purchase Price Index.

Day 3: Continuous Improvement and How To Get It

- Cost Reduction Initiatives.
- Methods of Cost Containment.
- Waste In The Supply Chain.
- Breaking Down The Elements Of Supplier Cost.
- Commodity/Service Strategic Planning.
- Resisting Price Increases.

Day 4: Suppliers Classification System

- Supplier Qualification Methods.
- Supplier Performance Metrics.
- Apply Performance to Purchasing Decisions.
- Process Mapping To Eliminate Low-Value Activities.
- eProcurement.

Day 5: Improving the Image of Procurement

- Global Sourcing.
- International Labor Rates Comparison.
- Developing And Maintaining A Customer Focus.
- Basic Issues In Corruption And Fraud Prevention.
- Increasing The Level Of Procurement Professionalism.
- Keeping Current in the profession.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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