

General management of procurement & budget analysis

Paris (France)

26 - 30 January 2026

UK Training

PARTNER



General management of procurement & budget analysis

Code: SC28 From: 26 - 30 January 2026 City: Paris (France) Fees: 4400 Pound

Introduction

This course is designed to enhance the skills of procurement professionals and senior buyers within organizations. It explores advanced procurement strategies and negotiation techniques, as well as business continuity and emergency planning for procurement, all practiced through simulations. Participants will learn how to strategically position the procurement department, increase its effectiveness, and reduce costs throughout the supply chain.

Course Objectives

By the end of this course, participants will:

- Review key procurement strategies and learn how to apply them effectively in procurement management.
- Gain understanding of activity-based cost estimation and its impact on procurement management.
- Develop the necessary skills to build and maintain good supplier relationships.
- Study business continuity and emergency planning specific to procurement to ensure uninterrupted supply chains.
- Learn how to plan for successful negotiations and evaluate supplier strengths and weaknesses.
- Acquire essential skills for developing procurement strategies and optimizing budget planning.

Course Outlines

Day 1: Procurement Performance

- Introduction to Procurement: The contribution of procurement to organizational success.
- Supply Chain Impact: Understanding how procurement affects the broader supply chain.
- External Environmental Influences on procurement.
- Procurement Organizations and their role in enhancing procurement processes.
- Procurement Cycle: Overview of the procurement process from initiation to completion.
- Procurement Systems: Evaluation and integration of modern procurement systems.
- Critical Sourcing Strategies: How to identify and engage the right suppliers.
- Category Breakdown Process: Optimizing procurement strategies through categorization.

Day 2: Supplier Relationship Management

- Transforming Supplier Relationships: Building long-term and mutually beneficial partnerships.
- Supplier Specifications: How to define and communicate clear expectations.
- Working with End-Users: How to involve end-users to ensure procurement aligns with organizational needs.
- Appropriate Supplier Methodologies: Best practices for supplier selection and engagement.
- Total Cost Approach: Evaluating the true cost of supplier relationships.
- Communication, Trust, and Credibility: Key factors in successful supplier partnerships.

UK Training
PARTNER



- Reducing Supplier Base: Streamlining the supplier network to increase efficiency and effectiveness.

Day 3: Advanced Negotiation Skills

- Avoiding Confrontational Negotiations: Developing collaborative approaches.
- Effective Listening Skills: How to truly understand the counterpart's needs.
- Negotiating with Difficult People: Strategies for handling tense negotiations.
- Dealing with Backdoor Selling: Identifying and managing issues that arise from behind-the-scenes tactics.
- Powerful Phrases Used by Buyers: Key phrases to steer negotiations in your favor.
- Negotiating on Pressure Points: Recognizing and leveraging critical negotiation factors.
- Tactics and Countermeasures: How to handle various negotiation strategies from the other party.
- Leadership in Procurement: Developing leadership skills for procurement professionals.

Day 4: Verbal, Non-Verbal, and Written Communication Techniques

- Effective Communication: How to improve work productivity and reduce effort.
- Building Trust through open communication.
- Analyzing Human Reactions to Change: Preparing for emotional and practical responses during change.
- Identifying Communication Methods: Understanding how to tailor communication to the audience.

Day 5: Budgeting from a Strategic Perspective for Procurement Management

- Formulating the Company's Strategy: The relationship between procurement and company goals.
- SWOT Analysis: How to analyze the internal and external environment.
- Translating Strategy into a Balanced Scorecard: Using strategic objectives for actionable goals.
- Tactical Objectives and Their Role: Aligning short-term goals with long-term vision.
- Linking Budgets to Strategy: Understanding the connection between budget analysis and strategic goals.
- Role of the Budget Committee: Ensuring alignment between the procurement department and organizational budget.
- Basic Guidelines for Building the Budget: Practical steps for crafting an effective budget.

Why Attend This Course? Wins & Losses!

- Master advanced negotiation techniques that lead to better supplier relationships and reduced costs.
- Apply procurement strategies to enhance your department's performance and streamline supply chain operations.
- Learn how to plan for business continuity and emergency planning in procurement, ensuring operational resilience.
- Acquire the skills necessary for successful negotiations that align with organizational goals.
- Gain valuable insights into budget analysis and its role in optimizing procurement processes.

Conclusion

This course provides the knowledge and tools needed to improve your procurement management skills, from advanced procurement strategies and negotiation techniques to budget analysis and supplier relationship management. By attending, you will gain critical insights into optimizing procurement processes, reducing costs, and strategically aligning procurement with your organization's long-term goals.

If you're a procurement professional looking to enhance your expertise or a senior buyer aiming for career growth,

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER



this course will empower you with the practical skills required to thrive in a competitive procurement environment.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com



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)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



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)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



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



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



المؤسسة العامة للتأمينات الاجتماعية
General Organization for Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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

Artificial Intelligence (AI)
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

