

The Essentials of Procurement Management Skills

Amman (Jordan)

7 - 11 December 2025



www.blackbird-training.com



The Essentials of Procurement Management Skills

Code: SC28 From: 7 - 11 December 2025 City: Amman (Jordan) Fees: 3300 Pound

Introduction

This Advanced Procurement Management Course is designed to enhance the skills and expertise of procurement managers, senior buyers, and procurement professionals. The program emphasizes strategic and advanced approaches to procurement chain management, including effective negotiation techniques, procurement risk management, and strategies for ensuring business continuity. Participants will gain practical insights into the procurement management process and learn how to improve organizational effectiveness while reducing costs across the supply chain.

Through interactive sessions and real-world simulations, this course addresses the core responsibilities of a procurement manager, focusing on developing procurement manager skills such as leadership, supplier relationship management, and strategic decision-making.

Course Objectives

- Develop a comprehensive understanding of what procurement management is and how it impacts organizational success.
- Explore the responsibilities of a procurement manager, including supplier evaluation and cost optimization.
- Enhance negotiation capabilities and learn advanced techniques to manage challenging situations.
- Understand the principles of procurement risk management and business continuity planning.
- Learn the fundamentals of activity-based costing and its application in procurement.
- Gain proficiency in procurement chain management and the procurement management process.
- Build skills to evaluate supplier performance using vendor rating and performance-based contracts.
- Understand the definition and meaning of procurement management and its strategic advantages.

Course Outlines

Day 1: Performance Purchasing

- The role of procurement management in organizational success.
- Understanding the procurement management process and critical supply strategies.
- Exploring the influence of the external environment on procurement chain management.
- Learning about the procurement manager's duties within the procurement cycle.
- Utilizing the category segmentation process for better procurement outcomes.

Day 2: The Supplier Relationship

- Transforming and strengthening supplier relationships.
- Criteria for supplier evaluation and understanding procurement manager responsibilities in this area.
- Communication, trust, and credibility as foundational elements in supplier relationships.





- Adopting a total cost approach for procurement decisions.
- Reducing supplier base size without compromising quality or efficiency.

Day 3: Advanced Negotiation Skills

- Techniques for avoiding confrontational negotiations.
- Developing active listening and understanding negotiation pressure points.
- · Managing challenging situations like untrustworthy counterparts or backdoor selling.
- Exploring negotiation tactics and countermeasures to maintain leverage.

Day 4: Leadership Skills for Procurement Personnel

- Mastering communication techniques: verbal, non-verbal, and written.
- Developing interpersonal interaction methods to build trust within the procurement team.
- Understanding and managing the human response to organizational change.
- · Leadership strategies for handling stress and improving team productivity.

Day 5: Advancing Procurement Contribution

- Attracting and retaining talent in procurement management.
- Implementing effective vendor rating systems and supplier measurement.
- Steps to develop performance-based contracts and ensure procurement efficiency.
- Understanding and applying activity-based costing in procurement processes.
- Exploring the advantages and benefits of procurement management for financial growth.
- Strategic planning for business continuity and procurement risk management.

Why Attend this Course: Wins & Losses!

- Gain mastery over procurement manager skills, enabling better decision-making.
- Learn how to optimize supplier relationships and reduce risks through procurement risk management.
- Enhance your knowledge of what a procurement manager does and how to excel in this role.
- Improve organizational financial performance by adopting advanced procurement management strategies.
- Acquire a certificate in procurement management to validate your expertise and career growth.

Conclusion

This Advanced Procurement Management Course is tailored to equip procurement professionals with the tools and techniques they need to excel in their roles. By understanding the procurement manager's definition, responsibilities, and processes, participants will be able to drive value for their organizations and enhance their professional capabilities.

Enroll today to unlock the benefits of procurement management and position yourself as a leader in this critical field.





Blackbird Training Cities

EUROPE



Malaga (Spain)



Sarajevo (BiH)



Cascais (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France) (Sweden)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Stockholm



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



Rotterdam (Netherlands)



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 (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh(KSA)



Melbourne (Australia) (Malaysia)



Phuket (Thailand)



Shanghai (China)



Abu Dhabi (UAE)



Dubai (UAE)



Kuala Lumpur



Kuwait City (Kuwait)



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)





Blackbird Training Cities

AFRICA







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



ANNAI Trading Company WLL, Qatar



Alumina Corporation Guinea



Netherlands



Oxfam GB International Organization, Yemen



Capital Markets Authority, **Kuwait**



Nigeria



National Bank (ONB), **Qatar**



Qatar Foundation, **Qatar**



AFRICAN UNION ADVISORY BOARD ON CORRUPTION, Tanzania



Kuwait



Reserve Bar Malawi, **Malawi**



Nigeria



Ministry of Interior, KSA



Mabruk Oil Company **Libya**



Saudi Electricity



BADAN PENGELOLA KEUANGAN Haji, Indonesia



Italy



ENI CORPORATE UNIVERSITY, Italy



Kuwait



General Organization for Social Insurance ral C. Social Insu KSA



Nigeria



National Industries Group (Holding), **Kuwait**



Hamad Medical Corporation, Qatar



USAID **Pakistan**



STC Solutions, **KSA**



North Oil company,



EKO Electricity



Oman Broadband



UN.









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)

Sustainability, ESG & Corporate Responsibility

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

