

## E-Procurement & Purchasing Management

*Dubai (UAE)*

*16 - 20 December 2024*

UK Training

# PARTNER

## E-Procurement & Purchasing Management

Code: SC28 From: 16 - 20 December 2024 City: Dubai (UAE) Fees: 3900 Pound

### Introduction

E-Procurement is the method that businesses use to procure and sell goods and services across the Internet. This method of using the Internet is becoming more frequent as companies are finding that e-procurement is not only facilitating the process, but they are making significant savings in costs. This comprehensive training course focuses on the development and management of e-procurement in an organization which leads onto the management of the complete procurement process.

### Course Objectives of E-Procurement & Purchasing

- Learn the principles of e-procurement
- Understand the requirements needed to develop an e-procurement system
- Understand how to implement an e-procurement system
- Learn how to manage an e-procurement system
- Develop strategic purchasing plans
- See how to apply past supplier performance for better selection

### Course Outlines of E-Procurement & Purchasing

Module 1: The Complete Course on e-Procurement

#### Day 1

##### Traditional Procurement Procedures

- The Organization's Procurement Function
- Strategic Sourcing
- Supplier Selection and Evaluation and Performance
- An Introduction to e-Procurement
- What is Needed to Develop an e-Procurement System?

##### The Development of e-Procurement

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training  
**PARTNER**

- Developing the Steps for an e-Procurement System
- What can an e-Procurement do for the Organisation
- Components of an e-Procurement System Components
- Internal Customer Ordering and Approvals System through e-Procurement
- Developing an E-quotation Preparations and Evaluation System
- Evaluating an E-quotation System

## Day 2

### E-Procurement Models and Negotiation

- E-procurement in the Organisation
- Negotiating techniques to Avoiding Confrontational Negotiating
- New Techniques in Influencing
- Understanding the Power in Negotiating
- Negotiating Pressure points and Countermeasures
- Negotiation Exercises

### E-Procurement Management

- e-Procurement Risk and Workflows
- e-Procurement Processes
- e-Procurement Hardware and Software
- e-Procurement User Administration
- e-Procurement Security

## Day 3

### Organizational Improvement through e-Procurement

- Integrating e-Procurement Systems into the Organisation
- Integration Issues
- e-Procurement and Contract Law
- Contracts and Electronic Signatures
- Contract Formation and e-trading
- Making Changes in the Organization

## Module 2: The Complete Course on Procurement Strategy Management

## Day 4

### Evaluating Your Own Operation

UK Training

**PARTNER**



- Procurement Gap & Benchmarking Analysis
- Spend & Opportunity Analysis
- Developing the Procurement Department Strategic Plan
- Developing Key Performance Indicators KPI For Procurement
- Material Chain Management

#### Continuous Improvement Roadmap

- Key Enablers of Procurement
- Agile Procurement
- Supplier Pricing and Managing Price
- Cost Reduction Strategies
- Digitalization

#### Day 5

#### Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Managing Procurement Risks
- Contract Management

#### Improving the Image of Procurement

- Global Sourcing
- Market Intelligence
- Stakeholder Management
- Ethics & Corporate Social Responsibility
- Keeping Current in the profession



## Blackbird Training Cities

### Europe



Copenhagen (Denmark)



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)  
(Montenegro)



Bordeaux (France)



Birmingham (UK)



Lyon (France)



Stockholm (Sweden)



Podgorica



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

### USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami (USA)



New York (USA)



Toronto (Canada)

## Blackbird Training Cities

### Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia )



Bangkok (Thailand)



Beijing (China)



Moscow (Russia )  
(Malaysia)



Singapore (Singapore )



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

### Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



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 Refinement

### 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](mailto:Sales@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)



UK Training  
**PARTNER**

The image features a chessboard graphic with several chess pieces (a king, a pawn, and a knight) on a checkered surface. The text 'UK Training PARTNER' is overlaid on the board.