

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

Rome (Italy)

24 November - 5 December 2025



www.blackbird-training.com



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

Code: SC28 From: 24 November - 5 December 2025 City: Rome (Italy) Fees: 7100 Pound

#### Introduction

Managing the purchasing department in the 21st century is a complex and dynamic endeavor. As businesses become increasingly globalized, the role of purchasing What is Purchasing has evolved far beyond simple procurement. Today, purchasing professionals are tasked with navigating a landscape of diverse suppliers, fluctuating markets, and rising customer expectations.

This Certificate in Purchasing and Supply Chain Management course is designed to equip participants with the knowledge and skills needed to thrive in this critical field within the framework of supply chain management What is Supply Chain Management.

The program explores the strategic importance of purchasing in supply chain management, emphasizing effective supplier management to achieve cost savings and increase value. Through this course, participants will learn to evaluate suppliers accurately, develop negotiation strategies for favorable agreements, and implement performance metrics aligned with organizational objectives. By the end of the course, participants will be fully prepared to lead purchasing departments effectively and contribute to organizational success.

# Course Objectives

By the end of this course, participants will be able to:

- Understand the Strategic Role of Purchasing: Learn how purchasing aligns with business strategy and its importance in supply chain management Importance of Purchasing in Supply Chain Management.
- Conduct Accurate Supplier Evaluations: Evaluate suppliers using performance metrics, capabilities, and value-added contributions to ensure alignment with the definition of purchasing Purchasing Definition.
- Develop Effective Negotiation Strategies: Master negotiation techniques and power dynamics to secure optimal agreements with suppliers, highlighting why purchasing is important in supply chain management Why is Purchasing Important in Supply Chain Management.
- Leverage Value Analysis: Apply value analysis techniques to reduce costs and enhance efficiency, supporting strategic purchasing and supply chain management.
- Monitor Department Performance Using KPIs: Identify and implement the right Key Performance Indicators KPIs to measure and improve purchasing efficiency, ensuring alignment with supply chain management skills.
- Optimize Purchasing Efficiency: Apply best practices to improve departmental performance, a critical responsibility for any supply chain manager Supply Chain Manager Responsibilities.

#### **Course Outlines**

Day 1: The Strategic Role of Purchasing





- What is Purchasing? Exploring the relationship between purchasing and organizational goals.
- Defining the purchasing mission and its integration within supply chain management Purchasing Supply Chain Management.

#### Day 2: Supplier Evaluation and Negotiation

- Negotiation Fundamentals: Preparing for negotiations and understanding power dynamics.
- Supplier Evaluation: Key criteria for evaluating supplier performance and capabilities.

### Day 3: Enhancing Purchasing Efficiency

- Improving service to internal stakeholders and conducting feedback surveys.
- · Addressing ethical considerations in supplier and end-user relationships.

#### Day 4: Value Analysis and Cost Reduction

- Applying 16 strategic questions for effective value analysis.
- Leveraging value analysis to reduce costs and improve purchasing productivity.

### Day 5: Transitioning to a Strategic Role

 Moving from administrative tasks to strategic leadership within supply chain management Strategic Purchasing and Supply Chain Management.

#### Day 6: KPIs for Purchasing Performance

• Identifying relevant KPIs for purchasing and determining how to measure success effectively.

### Day 7: Supply Chain Integration

- Understanding the broader landscape of supply chain management What is Supply Chain Management and the role of purchasing within it.
- Collaborating across departments, such as production, sales, and logistics, to enhance supply chain management skills.

#### Day 8: Risk Management in Purchasing

- Identifying and addressing common risks in purchasing and supply chain operations.
- Developing crisis management plans to handle disruptions effectively.

### Day 9: Sustainable Purchasing Practices

- Exploring the role of sustainability in purchasing and its relevance to supply chain management Importance of Supply Chain Management.
- · Building long-term, sustainable relationships with suppliers.

### Day 10: Course Review and Practical Application





- Recap of key topics: the strategic role of purchasing, supplier evaluation, negotiation, value analysis, and KPIs.
- Final assessment through case studies and role-play scenarios to reinforce learning outcomes.

## Why Attend this Course: Wins & Losses!

- Develop a comprehensive understanding of what is purchasing and its importance in supply chain management.
- Master effective negotiation strategies and supplier evaluation techniques.
- Gain actionable insights into cost reduction through value analysis.
- Learn to implement KPIs to improve purchasing performance and overall efficiency.
- Acquire advanced supply chain management skills that are critical in today s business environment.

#### Conclusion

This Certificate in Purchasing and Supply Chain Management course offers more than just theoretical knowledge it a practical pathway to mastering the critical skills required to succeed in today complex business environment. Participants will gain an in-depth understanding of the role of purchasing in supply chain management and learn how to apply their skills to real-world challenges.

Donlit miss this opportunity to elevate your career and unlock the benefits of supply chain management. Enroll now to become a leader in purchasing supply chain management!





# **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)



UK Traininig

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**



MANNAI Trading
Company WLL,
Oatar



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** 



Oatar Foundation, **Qatar** 



AFRICAN UNION ADVISORY BOARD ON CORRUPTION, Tanzania



KEAS Kuwait



Reserve Bank of Malawi, **Malawi** 



Central Bank of Nigeria



Ministry of Interior,



Mabruk Oil Company **Libya** 



Saudi Electricity Company,



BADAN PENGELOLA KEUANGAN Haji, Indonesia



Italy



ENI CORPORATE UNIVERSITY, Italy



Gulf Bank Kuwait



General Organization for Social Insurance KSA



Defence Space Administraion **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

