

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

*Toronto (Canada)*

*6 - 10 October 2025*

UK Traininig

**PARTNER**



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

Code: SC28 From: 6 - 10 October 2025 City: Toronto (Canada) Fees: 7900 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

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) in gold and silver. The text 'UK Training' is in a small font above the word 'PARTNER' in a large, bold, black font.

UK Training  
**PARTNER**

- 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

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

UK Training  
**PARTNER**

- 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's a practical pathway to mastering the critical skills required to succeed in today's 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.

Don't 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 (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

 <b>MANNAI CORPORATION</b> MANNAI Trading Company WLL, Qatar	 <b>GAC</b> UNE FILIALE D' EGA Alumina Corporation Guinea	 <b>Booking.com</b> Booking.com Netherlands	 <b>OXFAM</b> Oxfam GB International Organization, Yemen	 <b>Capital Markets Authority</b> Kuwait
 <b>Waltersmith</b> Waltersmith Petroman Oil Limited Nigeria	 <b>QNB</b> Qatar National Bank (QNB), Qatar	 <b>Qatar Foundation</b> Qatar	 <b>AFRICAN UNION ADVISORY BOARD ON CORRUPTION</b> Tanzania	 <b>KFAS</b> KFS Kuwait
 <b>Reserve Bank of Malawi</b> Malawi	 <b>Central Bank of Nigeria</b> Nigeria	 <b>Ministry of Interior Kingdom of Saudi Arabia</b> KSA	 <b>Mabruk Oil Company</b> Libya	 <b>Saudi Electricity Company</b> KSA
 <b>BPKH</b> Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 <b>NATO Italy</b> Italy	 <b>ENI</b> ENI CORPORATE UNIVERSITY, Italy	 <b>GULF BANK</b> Gulf Bank Kuwait	 <b>General Organization for Social Insurance</b> KSA
 <b>Defence Space Administration</b> Nigeria	 <b>National Industries Group (Holding)</b> Kuwait	 <b>Hamad Medical Corporation</b> Qatar	 <b>USAID</b> Pakistan	 <b>STC</b> STC Solutions, KSA
 <b>North Oil Company</b> North Oil company,	 <b>EKO Electricity</b> EKO Electricity	 <b>OMAN BROADBAND</b> Oman Broadband	 <b>UNITED NATIONS</b> UN.	 <b>Authority for Electricity Regulation, Oman</b> 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**

