The A - Z of Purchasing & Supply Chain Management

23 – 27 November 2026
Berlin (Germany)



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Introduction

Managing the purchasing department in today's rapidly changing global economy is no easy feat. With supply chains spanning continents, managing relationships with suppliers thousands of kilometers away has become increasingly complex. This is where a deep understanding of purchasing and supply chain management becomes essential. In this course, we will explore how to effectively manage the purchasing function, drive real cost savings, and improve your organization's supply chain performance. You will also discover the strategic role of the purchasing department within the broader context of supply chain management, and learn how to align it with the organization's overall goals.

Whether you are interested in an introduction to supply chain management course, looking for supply chain management courses for beginners, or seeking advanced logistics and supply chain training, this course offers the perfect foundation. By the end of the program, you'll be equipped with the tools to improve your department's efficiency and achieve its Key Performance Indicators KPIs, making you a key player in your organization's supply chain.

Course Objectives

This course has been designed with a clear set of objectives to ensure that participants gain critical skills and knowledge in purchasing and supply chain management. By the end of the course, you will be able to:

- Define the strategic role of the purchasing department within the broader supply chain management framework.
- Perform accurate supplier evaluation and make informed decisions on vendor selection.
- Develop effective negotiation strategies to secure the best deals with suppliers.
- Explain the importance of value analysis in the purchasing process and how it leads to cost savings.
- Evaluate departmental performance using relevant Key Performance Indicators KPIs to assess and enhance purchasing outcomes.
- Improve the efficiency of the purchasing department, creating a more agile and responsive supply chain function.



Course Outlines

Day 1: The Strategic Function of Purchasing

- Understanding the importance of purchasing and supply chain management in today's global market.
- The connection between the purchasing function and organizational strategy.
- Creating a purchasing mission statement that aligns with the company's overall mission.
- Writing effective department objectives that reflect the organization's strategic goals.
- Balancing the three key pillars: quality, service, and price.
- Purchasing managers' roles: Type O vs. Type S purchasing managers.

Day 2: Supplier Evaluation and Negotiation

- Key principles for negotiating with suppliers in the modern supply chain landscape.
- Power in negotiation: How to use leverage to reach the best deals.
- Planning for negotiation: The 13 powers of negotiation and their application.
- Evaluating suppliers based on total performance, not just price.
- Strategies for promoting long-term supplier relationships.
- The importance of selecting the right suppliers for a sustainable supply chain.

Day 3: Value Analysis

- Exploring the 16 key strategic questions that can reduce total costs in purchasing.
- Applying value analysis to increase purchasing productivity and add value.
- How to optimize your role as a 21st-century purchasing manager by shifting from transactional tasks to strategic thinking.
- Integrating value analysis into your purchasing decision-making process.

Day 4: Managing and Evaluating Department Performance

- Centralization vs. decentralization of the purchasing function.
- The importance of departmental performance appraisals for continuous improvement.
- Managing other buyers and developing a high-performing team.
- Implementing Management by Objectives MBO in the purchasing department.
- Key Key Performance Indicators KPIs for evaluating purchasing performance.
- Choosing the right KPIs to measure the efficiency and effectiveness of your department.

Day 5: Improving Purchasing Efficiency

- Evaluating service to end-users and gathering feedback through the right surveys.
- Communicating better with end-users to improve service delivery.
- Ensuring ethical behavior in supplier relationships and with end-users.
- Developing and enforcing robust purchasing policies and procedures.
- Training staff to ensure alignment with department objectives and performance standards.



Why Attend This Course: Wins & Losses!

Attending this Purchasing and Supply Chain Management course is an excellent investment for anyone looking to develop or advance their skills in managing the purchasing function. By learning supply chain management best practices, you will be prepared to face the challenges of a global supply chain and make impactful decisions that contribute directly to cost savings and efficiency improvements.

Here are the top reasons to attend this course:

- Learn about the strategic role of the purchasing department in supporting supply chain management.
- Gain the skills to evaluate suppliers effectively and make better, more informed decisions.
- Develop negotiation skills that can help secure favorable terms with suppliers.
- Understand the significance of value analysis in purchasing decisions and how to reduce overall costs.
- Improve the efficiency and performance of your purchasing department through effective KPI management.
- Learn from experienced instructors who offer practical insights into logistics and supply chain management.
- **Supply Chain Planning:** Align demand with supply.

Whether you're looking for a logistics and supply chain management course certificate or want to improve your organization's purchasing function, this course is perfect for professionals aiming to enhance their knowledge in the ever-growing field of purchasing and supply chain management.

Conclusion

In today's competitive business environment, the purchasing department plays a pivotal role in achieving supply chain success. This course provides a comprehensive overview of the critical aspects of supply chain management, from supplier evaluation to improving department efficiency. By the end of this course, you'll be equipped with the strategic tools and techniques needed to excel in purchasing and supply chain management. Whether you are looking to gain certification in supply chain management or improve your logistics management, this course will guide you toward achieving your career goals and contributing to the success of your organization.

Sign up today for this supply chain management course and unlock your potential as a strategic leader in the world of logistics and supply chain management.

