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# Strategic Procurement Planning Comprehensive Course

3 – 14 October 2027
Manama (Bahrain)



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## Introduction

Strategic procurement planning is an essential process for aligning procurement activities with an organization's broader business objectives. Strategic procurement is all about optimizing the procurement lifecycle, mitigating risks, creating value, and ensuring cost savings. By effectively navigating the strategic procurement planning process, organizations can significantly improve supplier relationships, streamline procurement processes, and foster sustainable supply chain practices. This course provides the skills and knowledge necessary for professionals to become proficient in procurement management and drive efficiency across the supply chain.

Whether you're new to procurement or a seasoned professional looking to refine your skills, this course will provide a comprehensive overview of the procurement process, from procurement negotiation training to procurement analytics and sustainability.

## Course Objectives

By the end of this course, participants will:

- Gain a clear understanding of what strategic procurement planning is and how it contributes to business success.
- Learn how to implement strategic procurement processes to drive cost savings, mitigate risks, and create long-term value.
- Master the procurement lifecycle and the steps involved in identifying and selecting suppliers, negotiating contracts, and managing supplier relationships.
- Understand the importance of procurement analytics to make data-driven decisions that align with business objectives.
- Develop the skills needed to evaluate and select suppliers, negotiate effectively, and create supplier relationships that encourage collaboration and innovation.
- Learn the strategies for aligning procurement activities with sustainability and corporate social responsibility CSR initiatives.
- Explore the technologies that can optimize the procurement function, including technology procurement and automation tools.



# Course Outlines

## Day 1: Define Business Objectives and Procurement Strategy

- Review of organizational goals and procurement requirements.
- Align procurement strategy with business objectives, focusing on cost reduction, supplier management, risk mitigation, and value creation.
- Strategic procurement meaning and its role in achieving business success.

## Day 2: Spend Analysis and Category Management

- Conduct a comprehensive spending analysis to identify cost-saving opportunities and areas of consolidation.
- Apply category management strategies to group and manage similar spending categories.

## Day 3: Supplier Evaluation and Selection

- Evaluate existing suppliers based on performance, capabilities, and alignment with business objectives.
- Learn how to develop criteria for supplier selection and conduct market research to identify new suppliers.

## Day 4: Contract Negotiation and Management

- Develop a procurement negotiation strategy to optimize terms and pricing with suppliers.
- Establish a contract management framework to ensure compliance and monitor supplier performance.

## Day 5: Risk Assessment and Mitigation

- Conduct a risk assessment of the supply chain, identifying vulnerabilities and developing risk mitigation strategies.
- Create contingency plans to minimize disruptions in supply and ensure continuity.

## Day 6: Supplier Relationship Development

- Build a strong supplier relationship management framework to foster collaboration and continuous improvement.
- Establish regular performance reviews with strategic suppliers and focus on building long-term partnerships.



### Day 7: Technology and Process Optimization

- Evaluate current procurement technology systems and explore opportunities for automation and process improvement.
- Implement procurement analytics tools to optimize procurement decision-making and enhance efficiency.

### Day 8: Sustainability and Corporate Social Responsibility CSR

- Develop a sustainability strategy for procurement, considering ethical sourcing and social responsibility.
- Align procurement strategies with CSR goals to promote environmentally friendly and socially responsible practices.

### Day 9: Performance Measurement and Reporting

- Define key performance indicators KPIs for measuring procurement effectiveness.
- Establish a reporting framework to track procurement activities and communicate progress to stakeholders.

### Day 10: Continuous Improvement and Review

- Review the strategic procurement planning process and identify areas for improvement.
- Create a roadmap for continuous monitoring and improvement of procurement strategies.

## Why Attend This Course: Wins & Losses!

- Comprehensive Skillset: Master the procurement process from start to finish and gain hands-on experience in every aspect of strategic procurement.
- Cost Savings: Learn how to implement strategic procurement planning techniques to identify cost-saving opportunities and improve financial outcomes.
- Stronger Supplier Relationships: Gain the skills to develop meaningful, long-lasting partnerships with suppliers that drive mutual value.
- Data-Driven Decisions: Utilize procurement analytics and technology procurement tools to make smarter, more informed decisions that align with business goals.
- Sustainability Focus: Incorporate sustainability practices into procurement strategies, meeting the growing demand for corporate social responsibility.

## Conclusion

Strategic procurement planning is an integral part of any organization's long-term success. By aligning procurement activities with business objectives and optimizing every stage of the procurement lifecycle, businesses can achieve cost savings, reduce risks, and drive innovation.



Join this course to gain valuable insights into strategic procurement and enhance your skills in procurement management, supplier relationship development, procurement negotiation, and much more. With the knowledge gained, you'll be equipped to optimize procurement processes and contribute to the overall growth and success of your organization.

**Register today and start your journey to becoming a proficient procurement professional with a deep understanding of strategic procurement objectives and effective procurement management.**

