

€ TRAINING

Advanced Purchasing Management





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Introduction:

This training program is designed to provide participants with an in-depth understanding of advanced strategies and techniques in purchasing management. It empowers participants to enhance their purchasing functions and drive greater value and efficiency within their organizations.

Program Objectives:

At the end of this program, participants will be able to:

- Develop and implement advanced purchasing strategies.
- Manage supplier relationships and performance effectively.
- Conduct comprehensive cost analysis and cost-saving initiatives.
- Master advanced negotiation techniques for better procurement outcomes.
- Utilize technology to streamline purchasing processes.
- Apply best practices to improve overall purchasing performance.

Targeted Audience:

- Purchasing managers and officers.
- Procurement specialists.
- Supply chain managers.
- Operations managers.
- Buyers and sourcing professionals.
- Individuals seeking to advance their careers in purchasing and procurement.

Program Outline:

Unit 1:

Strategic Purchasing Management:

- Introduction to advanced purchasing principles and strategies.

- Developing a strategic purchasing plan.
- Aligning purchasing with organizational goals and objectives.
- Risk management in purchasing.
- Case studies on successful strategic purchasing initiatives.

Unit 2:

Supplier Relationship Management:

- Building and maintaining strong supplier relationships.
- Supplier performance evaluation and improvement.
- Strategic supplier partnerships and collaboration.
- Conflict resolution and managing supplier disputes.
- Techniques for effective supplier communication.

Unit 3:

Cost Analysis and Management:

- Conducting cost analysis and identifying cost drivers.
- Cost reduction strategies and techniques.
- Total cost of ownership TCO analysis.
- Value analysis and value engineering in purchasing.
- Tools for tracking and managing procurement costs.

Unit 4:

Advanced Negotiation Skills:

- Advanced negotiation strategies and tactics.
- Preparing for complex negotiations.
- Win-win negotiation approaches.
- Managing multi-party and cross-functional negotiations.
- Negotiation simulations and role-playing exercises.

Unit 5:

Technology in Purchasing:

- Overview of e-procurement systems and tools.
- Implementing procurement software and automation.
- Data analytics and decision-making in purchasing.
- Blockchain and other emerging technologies in procurement.
- Future trends and innovations in purchasing technology.