

# € TRAINING

Conference on Strategic Purchasing and  
Supply Management



4 - 8 November 2024  
Kuala Lumpur (Malaysia)



# Conference on Strategic Purchasing and Supply Management

REF: C570 DATE: 4 - 8 November 2024 Venue: Kuala Lumpur (Malaysia) - Fee: 5850 Euro

## Introduction:

This conference is designed to provide participants with an in-depth understanding of strategic purchasing and supply management. It emphasizes the development of effective procurement strategies, supplier relationship management, and cost-saving techniques that drive value across the supply chain. Through it, participants will learn to align purchasing strategies with organizational objectives to enhance competitiveness and sustainability.

## Conference Objectives:

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

- Understand the role of strategic purchasing in enhancing organizational value.
- Develop skills to implement effective supplier relationship management.
- Learn techniques for cost-saving and improving procurement efficiency.
- Analyze and apply procurement strategies to global and complex supply chains.
- Foster a proactive approach to risk management in purchasing and supply management.

## Target Audience:

- Procurement Managers.
- Supply Chain Professionals.
- Operations and Purchasing Officers.
- Contract Managers.
- Business Leaders involved in procurement decisions.

## Program Outline:

Unit 1:

Foundations of Strategic Purchasing:

- Definition and principles of strategic purchasing.
- The role of purchasing in achieving organizational objectives.

- Transitioning from operational to strategic purchasing.
- Aligning procurement strategies with business goals.

## Unit 2:

### Supplier Relationship Management SRM:

- Importance of supplier relationships in supply chain success.
- Key components of Supplier Relationship Management.
- Methods for evaluating and selecting strategic suppliers.
- Building long-term, mutually beneficial relationships with suppliers.
- Case study on successful SRM implementation in global supply chains.

## Unit 3:

### Cost Reduction and Value Creation:

- Techniques for identifying cost-saving opportunities in purchasing.
- Analyzing total cost of ownership TCO in procurement decisions.
- Leveraging volume consolidation and strategic sourcing for cost savings.
- Negotiation strategies for better pricing and value.
- Measuring and reporting procurement's contribution to profitability.

## Unit 4:

### Procurement Strategies for Global Supply Chains:

- Challenges in global supply chain management and procurement.
- Developing risk mitigation strategies for global sourcing.
- Understanding international procurement regulations and compliance.
- Adapting procurement strategies to different global markets.

## Unit 5:

### Risk Management in Purchasing:



- Identifying risks in procurement and supply management.
- Developing a risk management framework for purchasing.
- Strategies for mitigating risks such as supplier failure, quality issues, and disruptions.
- The role of technology in managing procurement risks.
- Continuous improvement and monitoring of procurement risk strategies.