

# € TRAINING

Strategic Purchasing and Supply  
Management

14 - 18 October 2024  
Trabzon (Turkey)





# Strategic Purchasing and Supply Management

REF: L244 DATE: 14 - 18 October 2024 Venue: Trabzon (Turkey) - Fee: 5850 Euro

## Introduction:

This training program is designed to equip participants with the necessary skills and knowledge to excel in procurement and supply chain management. It enhances their abilities to effectively manage procurement processes and contribute to organizational success.

## Program Objectives:

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

- Understand the strategic importance of purchasing and supply management.
- Implement best practices in procurement processes.
- Develop and maintain strategic supplier relationships.
- Optimize supply chain efficiency and effectiveness.
- Utilize tools and techniques for strategic decision-making in procurement.

## Targeted Audience:

- Procurement Managers and Officers.
- Supply Chain Professionals.
- Purchasing Specialists.
- Inventory Managers.
- Anyone involved in procurement and supply management roles.

## Program Outline:

### Unit 1:

#### Fundamentals of Strategic Purchasing:

- Strategic Importance of Purchasing and Supply Management.
- Procurement Processes and Best Practices.
- Strategic Sourcing and Vendor Selection.

- Cost Management Strategies in Purchasing.
- Case Studies on Successful Procurement Strategies.

## Unit 2:

### Supplier Relationship Management:

- Developing Strategic Supplier Relationships.
- Supplier Performance Measurement and Evaluation.
- Negotiation Techniques for Supplier Contracts.
- Risk Management in Supplier Relationships.
- Supplier Collaboration and Innovation.

## Unit 3:

### Supply Chain Optimization:

- Supply Chain Design and Optimization.
- Inventory Management Techniques.
- Demand Forecasting and Planning.
- Logistics and Distribution Strategies.
- Lean and Agile Principles in Supply Chain Management.

## Unit 4:

### Strategic Decision Making in Procurement:

- Data Analytics for Procurement Decision Making.
- Total Cost of Ownership Analysis.
- Make-or-Buy Decisions.
- Ethical Considerations in Procurement.
- Technology Applications in Strategic Purchasing.

## Unit 5:



## Implementing Strategic Purchasing Initiatives:

- Change Management in Procurement Processes.
- Stakeholder Engagement and Communication.
- Continuous Improvement in Purchasing Practices.
- Measuring and Evaluating Procurement Performance.
- Sustainability in Procurement Practices.