

€ TRAINING

Advanced Procurement Skills



29 December 2024 -
2 January 2025
Istanbul (Turkey)



Advanced Procurement Skills

REF: L1314 DATE: 29 December 2024 - 2 January 2025 Venue: Istanbul (Turkey) - Fee: 5850 Euro

Introduction:

This training program is designed to provide procurement professionals with comprehensive knowledge and skills in strategic purchasing, supplier relationship management, advanced negotiation, and leadership. It empowers them to drive organizational success through optimized procurement practices and strategic decision-making.

Program Objectives:

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

- Enhance the organization's procurement performance through strategic purchasing and supply chain management.
- Develop and maintain strong supplier relationships, ensuring alignment with organizational goals.
- Apply advanced negotiation techniques to secure favorable terms and build collaborative partnerships.
- Utilize effective communication and leadership skills to manage procurement teams and stakeholder interactions.
- Implement advanced procurement strategies to improve financial outcomes and ensure business continuity.

Targeted Audience:

- Procurement Managers.
- Supply Chain Professionals.
- Purchasing Agents.
- Supplier Relationship Managers.
- Contract Negotiators.

Program Outlines:

Unit 1:

Performance Purchasing:

- Purchasing and its Contribution to the Organization.
- The Supply Chain and its Influence.
- Influence of the External Environment.
- Purchasing Organizations.
- The Procurement Cycle.

Unit 2:

The Supplier Relationship:

- Transforming the Supplier Relationship.
- Supplier Evaluation Criteria.
- Appropriate Supplier Methodologies.
- Total Cost Approach.
- Shrinking the Supplier Base.

Unit 3:

Advanced Negotiation Skills:

- Avoiding Confrontational Negotiating.
- Developing Active Listening Skills.
- Negotiating with an Angry Person.
- Power Closes Used on the Buyer.
- Negotiation Tactics and Countermeasures.

Unit 4:

Leadership Skills for Procurement Personnel:

- Communication Techniques: Verbal, Non-Verbal, and Written.
- Methods of Communication for Productive Work and Minimizing Stress.
- Developing Trust Through Communication and Interaction Openness.
- Identifying Interpersonal Interaction Methods.

- Analyzing and Preparing for Human Reaction to Change.

Unit 5:

Advancing Procurement Contribution:

- Attracting and Retaining Supply Management Talent.
- Steps in Developing Performance-Based Contracts.
- Business Continuity and Contingency Planning for Procurement.
- Activity-Based Costing.
- Advanced Procurement's Impact on Organization's Finances.