

# € TRAINING

Strategies for Procurement and Operations  
Optimization



20 - 24 October 2024  
Dubai (UAE)



# Strategies for Procurement and Operations Optimization

REF: L275 DATE: 20 - 24 October 2024 Venue: Dubai (UAE) - Fee: 5310 Euro

## Introduction:

This training program equips participants with comprehensive knowledge and practical skills essential for optimizing procurement processes and supply chain operations in today's business landscape. It empowers them with strategic relationship-building techniques, enabling continuous enhancements within the supply chain to drive organizational success.

## Program Objectives:

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

- Define and explain the importance of logistics and supply chain management in modern business.
- Apply core principles to optimize procurement processes and supply chain operations.
- Utilize technology and collaboration to enhance supply chain efficiency.
- Navigate legal, ethical, and cultural considerations in supply chain operations.
- Develop and maintain strategic relationships with suppliers and customers.
- Identify areas for improvement and implement continuous enhancements within the supply chain.

## Targeted Audience:

- Senior Buyers.
- Purchasing Supervisors.
- Purchasing Managers.
- Supply Chain Professionals.

## Program Outlines:

### Unit 1:

#### Understanding What Logistics and the Supply Chain Are About:

- Define logistics and supply chain management and their importance in modern business.
- Explore the components and activities involved in logistics.

- Understand the flow of goods, information, and finances in the supply chain.
- Examine the role of logistics in customer satisfaction and competitive advantage.
- Analyze case studies to illustrate effective logistics and supply chain practices.

## Unit 2:

### Key Aspects and Rules of Supply Chain Management:

- Identify the core principles and objectives of supply chain management.
- Discuss the importance of demand forecasting and inventory management.
- Explore the role of technology and information systems in supply chain efficiency.
- Understand the significance of collaboration and integration across the supply chain.
- Examine the legal and ethical considerations in supply chain operations.

## Unit 3:

### The Benefits of Adopting a Supply Chain Approach and Appreciating the Changes Needed to Traditional Ways:

- Highlight the advantages of a holistic supply chain approach over traditional methods.
- Discuss how a supply chain approach can lead to cost reduction and efficiency improvements.
- Identify the challenges and barriers to implementing a supply chain approach.
- Explore the impact of cultural and organizational changes on supply chain adoption.
- Review successful case studies of organizations that have transitioned to a supply chain approach.

## Unit 4:

### Strategic Approaches and Impacts to Supplier/Customer Relationships:

- Understand the strategic importance of strong supplier and customer relationships.
- Explore techniques for developing and maintaining long-term partnerships.
- Analyze the impact of supplier relationship management SRM on supply chain performance.
- Discuss the role of trust and communication in building effective relationships.
- Examine strategies for conflict resolution and negotiation with suppliers and customers.

## Unit 5:

### Making Supply Chain Improvements:

- Identify key areas for improvement within existing supply chain processes.
- Develop action plans for implementing supply chain enhancements.
- Explore the role of continuous improvement and lean principles in supply chain management.
- Discuss the importance of performance measurement and metrics in supply chain optimization.