

# € TRAINING

Effective Global Procurement



27 October -  
7 November 2024  
Dubai (UAE)



# Effective Global Procurement

REF: L277 DATE: 27 October - 7 November 2024 Venue: Dubai (UAE) - Fee: 9030 Euro

## Introduction:

This training program is designed to equip procurement professionals with the knowledge and skills necessary to excel in global procurement. It empowers them to drive procurement excellence in a global context and achieve optimal outcomes for their organizations.

## Program Objectives:

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

- Understand the fundamentals of global procurement and supply chain management.
- Develop and implement effective international procurement strategies.
- Employ robust supplier selection and evaluation methodologies.
- Manage risks and compliance issues in global procurement.
- Conduct successful international negotiations.
- Leverage technology to enhance global procurement processes.

## Targeted Audience:

- Global procurement managers and officers.
- International purchasing professionals.
- Supply chain managers.
- Contract managers.
- Anyone involved in global procurement and supply chain management.

## Program Outline:

### Unit 1:

#### Fundamentals of Global Procurement:

- Introduction to global procurement principles and processes.
- Understanding the global procurement lifecycle.

- Legal and ethical considerations in international procurement.
- Global procurement strategies and best practices.
- Case studies on successful global procurement initiatives.

## Unit 2:

### International Procurement Strategies:

- Developing effective global procurement strategies.
- Strategic sourcing in an international context.
- Aligning global procurement with organizational goals.
- Cost management and value creation in global procurement.
- Implementing global procurement policies and procedures.

## Unit 3:

### Global Supplier Selection and Evaluation:

- Criteria for selecting international suppliers.
- RFP Request for Proposal and RFQ Request for Quotation processes.
- Conducting supplier audits and assessments.
- Managing supplier performance and relationships.
- Building long-term strategic partnerships with global suppliers.

## Unit 4:

### Risk Management in Global Procurement:

- Identifying risks in international procurement.
- Developing risk mitigation strategies and contingency plans.
- Ensuring compliance with international trade regulations.
- Managing geopolitical and economic risks.
- Case studies on global procurement risk management.

## Unit 5:

### Advanced Negotiation Techniques:

- Principles of international negotiation.
- Preparation strategies for global negotiations.
- Tactics and techniques for effective international negotiation.
- Overcoming cultural differences and communication barriers.
- Negotiation simulation exercises and role-playing scenarios.

## Unit 6:

### Leveraging Technology in Global Procurement:

- Introduction to e-procurement tools and technologies.
- Implementing global procurement software solutions.
- Using data analytics to drive procurement decisions.
- Enhancing transparency and efficiency through technology.
- Case studies on successful technology implementations.

## Unit 7:

### Sustainable and Ethical Global Procurement:

- Understanding sustainability in global procurement.
- Implementing sustainable procurement practices.
- Ethical considerations and corporate social responsibility.
- Measuring and reporting on sustainability performance.
- Building a sustainable procurement strategy.

## Unit 8:

### Logistics and Supply Chain Management:

- Fundamentals of global logistics and supply chain management.
- Managing international transportation and logistics.

- Warehouse and inventory management in a global context.
- Ensuring supply chain continuity and resilience.
- Case studies on global supply chain management.

## Unit 9:

### Financial Management in Global Procurement:

- Budgeting and financial planning for global procurement.
- Cost analysis and reduction strategies.
- Managing foreign exchange and currency risks.
- Financial performance measurement and reporting.
- Case studies on financial management in procurement.

## Unit 10:

### Global Procurement Leadership and Innovation:

- Leadership skills for global procurement professionals.
- Driving innovation in global procurement processes.
- Change management and organizational transformation.
- Developing a global procurement team.
- Best practices for continuous improvement.