

# € TRAINING

Procurement Best Practices



8 - 12 December 2024  
Dubai (UAE)



# Procurement Best Practices

REF: L1222 DATE: 8 - 12 December 2024 Venue: Dubai (UAE) - Fee: 5310 Euro

## Introduction:

This training program is tailored to enhance the capabilities of procurement professionals by delving into industry-leading strategies and methodologies. It equips them with the skills and knowledge needed to optimize procurement processes and drive organizational success.

## Program Objectives:

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

- Understand the core principles and concepts of procurement best practices.
- Implement advanced procurement strategies to maximize value and minimize risk.
- Develop effective supplier relationship management techniques.
- Enhance negotiation skills for successful contract agreements.
- Integrate sustainable procurement practices into organizational processes.
- Utilize technology and data analytics for procurement optimization.

## Targeted Audience:

- Procurement managers and officers.
- Purchasing professionals.
- Supply chain managers.
- Contract managers.
- Anyone involved in procurement processes and supplier management.

## Program Outline:

### Unit 1:

#### Fundamentals of Procurement Best Practices:

- Overview of procurement principles and key concepts.
- Importance of procurement in organizational success.

- Best practices for strategic procurement planning.
- Regulatory compliance and ethical considerations.
- Case studies on successful procurement initiatives.

## Unit 2:

### Advanced Procurement Strategies:

- Strategic sourcing and category management techniques.
- Total cost of ownership TCO analysis and value engineering.
- Risk management and mitigation strategies.
- Supplier diversification and localization.
- Continuous improvement in procurement processes.

## Unit 3:

### Supplier Relationship Management SRM:

- Supplier segmentation and performance measurement.
- Developing strategic supplier partnerships.
- Collaboration and innovation with key suppliers.
- Conflict resolution and dispute management.
- Building resilience in the supply chain through strong supplier relationships.

## Unit 4:

### Negotiation Excellence:

- Principles of negotiation and negotiation styles.
- Preparation strategies for successful negotiations.
- Tactics and techniques for effective negotiation.
- Handling difficult negotiations and overcoming obstacles.
- Negotiation simulation exercises and role-playing scenarios.

## Unit 5:

### Sustainable Procurement Practices:

- Introduction to sustainable procurement principles.
- Green procurement policies and initiatives.
- Sustainable sourcing and materials management.
- Environmental and social responsibility in procurement.
- Integration of sustainability into procurement strategies.