

€ TRAINING

Procurement and Finance



24 - 28 March 2025
Kuala Lumpur (Malaysia)



Procurement and Finance

REF: F2830 DATE: 24 - 28 March 2025 Venue: Kuala Lumpur (Malaysia) - Fee: 5300 Euro

Introduction:

Effective procurement and finance management are critical for organizational success. This 5-day intensive course equips participants with a comprehensive understanding of procurement and finance principles, strategies, and best practices. You'll learn how to optimize spending, manage risks, and ensure financial sustainability.

Conference Objectives:

By the end of this conference, participants will be able to:

- Gain a solid understanding of procurement and finance fundamentals.
- Develop effective procurement strategies and negotiation skills.
- Master financial analysis and budgeting techniques.
- Learn how to manage risks and mitigate financial challenges.
- Understand the regulatory and compliance requirements related to procurement and finance.

Target Audience:

- Procurement managers and officers
- Finance professionals analysts, controllers, CFOs
- Supply chain managers
- Business owners and entrepreneurs
- Government officials involved in procurement and finance

Conference Outline:

Unit 1:

- Understanding the procurement process, from needs assessment to supplier selection and contract management.

- Reviewing basic financial concepts, including budgeting, cash flow management, and financial analysis.
- Exploring the interdependence of procurement and finance functions and their impact on organizational performance.
- Understanding the importance of strategic sourcing and developing effective supplier management strategies.
- Identifying and mitigating risks associated with procurement activities.

Unit 2:

- Developing criteria for selecting suppliers and evaluating their performance.
- Mastering negotiation skills to secure favorable terms and pricing from suppliers.
- Understanding contract types, terms, and conditions, and effectively managing contractual relationships.
- Evaluating supplier performance and addressing performance issues.
- Utilizing data analytics to optimize procurement processes and identify cost-saving opportunities.

Unit 3:

- Understanding and interpreting financial statements income statement, balance sheet, cash flow statement.
- Developing effective budgeting and forecasting techniques for financial planning.
- Evaluating the financial implications of procurement decisions and projects.
- Analyzing variances between budgeted and actual costs to identify areas for improvement.
- Identifying and managing financial risks, such as currency fluctuations, interest rate changes, and credit risk.

Unit 4:

- Understanding relevant procurement laws and regulations, including public and ethical guidelines.
- Identifying and managing risks in the supply chain, such as ethical sourcing, sustainability, and geopolitical factors.
- Promoting ethical behavior in procurement practices and preventing corruption.

- Understanding the importance of procurement audits and ensuring compliance with regulations.
- Integrating sustainability considerations into procurement decisions and promoting sustainable sourcing.

Unit 5:

Contract Closeout and Completion:

- Exploring the impact of technology on procurement, including e-procurement, blockchain, and artificial intelligence.
- Understanding the challenges and opportunities of global procurement and supply chain management.
- Leveraging data analytics to drive insights and improve procurement decision-making.
- Exploring the role of procurement in supporting innovation and growth.
- Analyzing case studies of successful procurement and finance initiatives and identifying best practices.