


# € TRAINING

Advanced Procurement and Supply Chain  
Management Best Practices

A group of four smiling business professionals (three men and one woman) in a meeting setting. The woman in the foreground is wearing a black top and a multi-strand necklace. The men are wearing white shirts. They are all looking towards the camera with pleasant expressions. The background is a blurred office environment.

21 October -  
1 November 2024  
Kuala Lumpur (Malaysia)



# Advanced Procurement and Supply Chain Management Best Practices

REF: L280 DATE: 21 October - 1 November 2024 Venue: Kuala Lumpur (Malaysia) - Fee: 8775 Euro

## Introduction:

This training program is designed to equip professionals with advanced knowledge and skills to excel in procurement and supply chain management. It empowers them to implement best practices and drive excellence in their procurement and supply chain operations.

## Program Objectives:

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

- Develop and implement advanced procurement strategies.
- Optimize supply chain processes for efficiency and effectiveness.
- Manage supplier relationships and performance.
- Mitigate risks and ensure supply chain resilience.
- Integrate technology to enhance procurement and supply chain operations.
- Measure and improve supply chain performance.

## Targeted Audience:

- Procurement managers and directors.
- Supply chain managers and coordinators.
- Purchasing professionals.
- Operations managers.
- Inventory and logistics managers.

## Program Outline:

### Unit 1:

#### Strategic Procurement Planning:

- Introduction to strategic procurement.
- Aligning procurement with organizational objectives.

- Advanced sourcing and category management.
- Procurement policy development and implementation.
- Case studies on strategic procurement success.

## Unit 2:

### Supplier Relationship Management:

- Building and maintaining strong supplier relationships.
- Supplier qualification and selection criteria.
- Supplier performance measurement and improvement.
- Collaborative supplier development initiatives.
- Managing supplier risks and conflicts.

## Unit 3:

### Risk Management in Procurement and Supply Chain:

- Identifying and assessing procurement and supply chain risks.
- Developing risk mitigation strategies.
- Managing supply chain disruptions.
- Compliance and regulatory considerations.
- Lessons learned from risk management case studies.

## Unit 4:

### Technology Integration in Procurement:

- Role of technology in modern procurement.
- E-procurement and digital procurement platforms.
- Use of AI and blockchain in procurement operations.
- Data analytics for procurement decision-making.
- Case studies on technology-driven procurement transformations.

## Unit 5:

### Sustainable Procurement Practices:

- Introduction to sustainability in procurement.
- Sustainable sourcing and procurement practices.
- Reducing carbon footprint and waste in procurement.
- Implementing circular economy principles.
- Case studies on sustainable procurement initiatives.

## Unit 6:

### Advanced Negotiation Skills:

- 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 7:

### Inventory Management and Optimization:

- Advanced inventory management techniques.
- Demand forecasting and inventory planning.
- Inventory optimization strategies.
- Warehouse management best practices.
- Case studies on successful inventory management.

## Unit 8:

### Lean and Agile Supply Chain Techniques:

- Principles of lean supply chain management.
- Implementing agile methodologies in supply chain operations.

- Techniques for reducing waste and improving efficiency.
- Adapting to changing market conditions quickly.
- Real-life applications of lean and agile supply chains.

## Unit 9:

### Performance Measurement and Continuous Improvement:

- Key performance indicators KPIs for procurement and supply chain management.
- Techniques for measuring and analyzing performance.
- Implementing continuous improvement initiatives.
- Benchmarking against industry standards.
- Case studies on performance improvement.

## Unit 10:

### Future Trends in Procurement and Supply Chain Management:

- Emerging trends and innovations in procurement and supply chain.
- The impact of digital transformation on procurement and supply chain operations.
- Preparing for future challenges and opportunities.
- Strategic planning for future procurement and supply chain management.
- Predictions and scenarios for the future of procurement and supply chain management.