



International Training  
Center Paris

# TRAINING SCHEDULE

**Phone: +33 6 59 26 89 09**

**E-mail: [Info@itcparis.com](mailto:Info@itcparis.com)**

**Address: 78, Avenue des Champs-Élysées, 75008 Paris**

# STRATEGIC PROCUREMENT MANAGEMENT FOR PROFESSIONALS

## Overview:

The Strategic Procurement Management for Professionals training program is designed to equip procurement professionals with the skills and knowledge necessary to manage procurement activities strategically. The training program will cover a range of topics, including procurement strategy development, supplier relationship management, contract management, and risk management. The training program will also cover the latest trends and best practices in procurement management, including the use of technology and analytics to improve procurement outcomes.

### Objectives:

- Develop a strategic approach to procurement management
- Develop and implement procurement strategies aligned with organizational goals
- Manage supplier relationships to optimize procurement outcomes
- Manage contracts effectively to reduce risk and increase value
- Leverage technology and analytics to improve procurement performance

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world procurement scenarios. By the end of the training program, participants will have the skills and knowledge necessary to manage procurement activities strategically and improve procurement outcomes.

## Targeted Groups:

- Procurement managers
- Supply chain directors
- Sourcing professionals
- Vendor relationship managers

- Business development managers

# Planning:

## Day 1: Procurement Strategy Development

- Understanding procurement strategy and its importance in achieving organizational objectives
- Conducting a procurement needs assessment and market analysis
- Developing a procurement strategy that aligns with organizational goals

## Day 2: Supplier Relationship Management

- Understanding the importance of supplier relationships in procurement management
- Developing a supplier segmentation framework
- Implementing effective supplier relationship management strategies

## Day 3: Contract Management

- Understanding the contract management process
- Developing a contract management plan
- Managing contracts effectively to reduce risk and increase value

## Day 4: Risk Management

- Understanding the importance of risk management in procurement
- Identifying and assessing procurement risks
- Developing risk mitigation strategies

## Day 5: Technology and Analytics in Procurement

- Understanding the role of technology in procurement management
- Leveraging analytics to improve procurement outcomes
- Implementing technology solutions to streamline procurement processes