

Advanced Procurement Skills

Course code: PSCM-011



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

Procurement is the vital organizational process of acquiring goods and materials in the most cost-effective manner, acknowledged as a key driver of profitability through cost reduction. This Advanced Procurement Skills training course delves into the purchasing process within the broader supply chain context, emphasizing the crucial relationships with suppliers and customers. Participants will explore methods to align supplier and customer strategies, ultimately enhancing profitability. The course covers procurement management comprehensively, addressing strategic, tactical, and operational aspects across the supply chain. Upon completion, delegates will be equipped to implement cost-saving ideas across various business areas, driving significant improvements in their organizations.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: Purchasing and the Organisation, Day Two: Supplier Management, Day Three: Communication and Change, and day four: negotiation techniques.

Who Should Attend

Operational Managers
Financial Managers
Buyers
Board Level Executives and Non-Executives

— Learning Objectives

- How to Understand the Process of Purchasing Within Their Organisations
- How to Determine the Best Strategy for Managing and Rating Suppliers
- How to Identify Cost Savings Through Changes to Processes
- How to Improve Negotiation Skills
- An Understanding of How to Make Improvements to Organization Processes

Course Outline

DAY
1

Day One: Purchasing and the Organisation

- Purchasing and its contribution to the organisation
- The Supply Chain
- The influence of the External Environment
- Purchasing Organisations
- The Procurement Cycle
- Critical Supply Strategies

DAY
2

Day Two: Supplier Management

- Transforming the Supplier Relationship
- Supplier Evaluation Criteria
- Appropriate Supplier Methodologies
- Total Cost Approach
- How to be a Good Customer
- Shrinking the Supplier Base

DAY
3

Day Three: Communication and Change

- Communication techniques of verbal, non-verbal and written
- Methods of communication lead to more productive work and minimize stress
- Communication and interaction openness develops trust
- Identification of interpersonal interaction methods
- Recognizing response to and perceptions of change
- Analysing and preparing for the human reaction to change

DAY
4

Day Four: Negotiation Techniques

- Avoiding Confrontational Negotiating
- Developing Active Listening Skills
- Negotiating with an Angry Person
- Power Closes that are used on the Buyer
- Understanding the other Negotiator's Power
- Negotiation Tactics and Countermeasures

DAY
5

Day Five: Managing Procurement Talent

- Attract and Retain Supply Management Talent
- Supplier Measurement
- Vendor Rating
- Action Planning

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Frankfurt - Germany	€1,625
16 - 20 November 2026	Rome - Italy	€2,125
7 - 11 December 2026	Kuala Lumpur - Malaysia	€1,400
11 - 15 January 2027	Istanbul - Türkiye	€1,425
8 - 12 February 2027	Cape Town - South Africa	€1,420
8 - 12 March 2027	Frankfurt - Germany	€1,625
12 - 16 April 2027	Barcelona - Spain	€1,925
10 - 14 May 2027	Frankfurt - Germany	€1,625

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.