

Improving Purchasing Performance

Course code: PSCM-007



SPARK TRAINING

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

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— Workshop Overview

Purchasing performance plays a critical role in controlling costs, ensuring quality, and maintaining operational efficiency. Organizations that optimize their purchasing processes gain a competitive advantage through better supplier relationships, improved negotiation outcomes, and enhanced value delivery. This course provides practical strategies and tools to measure, analyze, and improve purchasing performance. Participants will learn how to identify inefficiencies, implement performance metrics, and drive continuous improvement in procurement activities.

Why Attend

This course combines practical procurement techniques with real-world case studies and performance improvement exercises. Participants will engage in spend analysis workshops, supplier performance evaluations, and negotiation simulations. Interactive sessions will focus on identifying performance gaps, implementing KPIs,

Who Should Attend

Procurement and Purchasing Professionals
Supply Chain and Logistics Managers
Contract and Commercial Managers
Finance and Operations Professionals
Project Managers involved in procurement
Anyone responsible for purchasing activities

— Learning Objectives

- Understand key drivers of purchasing performance
- Measure and evaluate procurement effectiveness using KPIs
- Conduct spend analysis and identify cost-saving opportunities
- Improve supplier selection and performance management
- Enhance negotiation strategies and outcomes
- Optimize procurement processes and workflows
- Reduce risks and improve compliance in purchasing
- Implement continuous improvement strategies in procurement

Course Outline

DAY
1

Foundations of Purchasing Performance

- Role of purchasing in organizational success
- Key performance drivers in procurement
- Procurement lifecycle overview
- Introduction to purchasing KPIs
- Identifying performance gaps

DAY
2

Spend Analysis and Cost Optimization

- Spend analysis techniques and tools
- Cost reduction strategies
- Total cost of ownership (TCO)
- Budget control and cost tracking
- Identifying savings opportunities

DAY
3

Supplier Performance Management

- Supplier selection and evaluation criteria
- Supplier segmentation and classification
- Performance measurement and KPIs
- Supplier relationship management (SRM)
- Managing supplier risks

DAY
4

Process Improvement and Digital Procurement

- Streamlining procurement processes
- Reducing cycle times and inefficiencies
- Introduction to e-procurement systems
- Automation and digital tools in purchasing
- Compliance and governance

DAY
5

Negotiation and Continuous Improvement

- Advanced negotiation strategies
- Managing contracts and supplier agreements
- Continuous improvement frameworks
- Case studies in purchasing performance

- Final workshop: procurement performance improvement plan

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Vienna - Austria	€2,125
12 - 16 October 2026	Amsterdam - Netherlands	€2,100
9 - 13 November 2026	Istanbul - Türkiye	€1,425
16 - 20 November 2026	Paris - France	€1,925
7 - 11 December 2026	Barcelona - Spain	€2,200
14 - 18 December 2026	Kuala Lumpur - Malaysia	€1,400
21 - 25 December 2026	London - United Kingdom	€2,125
18 - 22 January 2027	Amsterdam - Netherlands	€2,125

— 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.