

Strategic Procurement Specialist

Course code: PSCM-001



SPARK TRAINING

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

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— Workshop Overview

Procurement is no longer a purely administrative function—it is a strategic driver of cost efficiency, risk reduction, and competitive advantage. Organizations depend on skilled procurement professionals to optimize supplier relationships, negotiate effectively, and ensure value across the supply chain. This course equips participants with advanced procurement strategies, sourcing techniques, and supplier management practices that align procurement with organizational goals. It is designed to transform procurement professionals into strategic decision-makers capable of delivering measurable business value.

Why Attend

This course blends strategic procurement theory with real-world business applications. Participants will engage in case studies, supplier negotiation simulations, and sourcing strategy workshops. Practical exercises will focus on spend analysis, supplier evaluation, contract negotiation, and procurement planning. Interactive discussions will

Who Should Attend

Procurement and Purchasing Managers
Supply Chain and Logistics Professionals
Project and Operations Managers
Contract and Commercial Managers
Engineers involved in procurement decisions
Professionals transitioning into strategic sourcing roles

— Learning Objectives

- Understand strategic procurement principles and frameworks
- Develop effective sourcing and procurement strategies
- Conduct spend analysis and supplier segmentation
- Negotiate contracts and manage supplier relationships
- Apply total cost of ownership (TCO) concepts
- Improve procurement efficiency and value creation
- Manage procurement risks and compliance requirements
- Align procurement strategy with organizational objectives

— Course Outline

DAY
1

Foundations of Strategic Procurement

- Evolution of procurement: operational vs strategic
- Procurement role in organizational success
- Procurement lifecycle and value creation
- Introduction to sourcing strategies
- Overview of procurement frameworks

DAY
2

Spend Analysis and Supplier Segmentation

- Spend analysis techniques and categorization
- Supplier segmentation (Kraljic Matrix)
- Market analysis and supplier positioning
- Identifying sourcing opportunities
- Data-driven procurement decisions

DAY
3

Strategic Sourcing and Negotiation

- Developing sourcing strategies
- Request for proposal (RFP) and tendering processes
- Negotiation techniques and tactics
- Total cost of ownership (TCO) analysis
- Supplier selection and evaluation

DAY
4

Contract Management and Supplier Performance

- Procurement contract structures
- Supplier relationship management (SRM)
- Key performance indicators (KPIs) for suppliers
- Managing supplier performance and compliance
- Risk management in procurement

DAY
5

Procurement Transformation and Best Practices

- Digital procurement and automation trends
- Sustainability and ethical sourcing
- Procurement governance and compliance
- Case studies from global procurement leaders

- Final workshop: strategic procurement simulation

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Munich - Germany	€2,100
16 - 20 November 2026	Barcelona - Spain	€1,925
7 - 11 December 2026	Istanbul - Türkiye	€1,425
21 - 25 December 2026	London - United Kingdom	€2,125
18 - 22 January 2027	Barcelona - Spain	€1,925
15 - 19 February 2027	Istanbul - Türkiye	€1,425
15 - 19 March 2027	Amsterdam - Netherlands	€2,125
19 - 23 April 2027	Paris - France	€2,250

— 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.