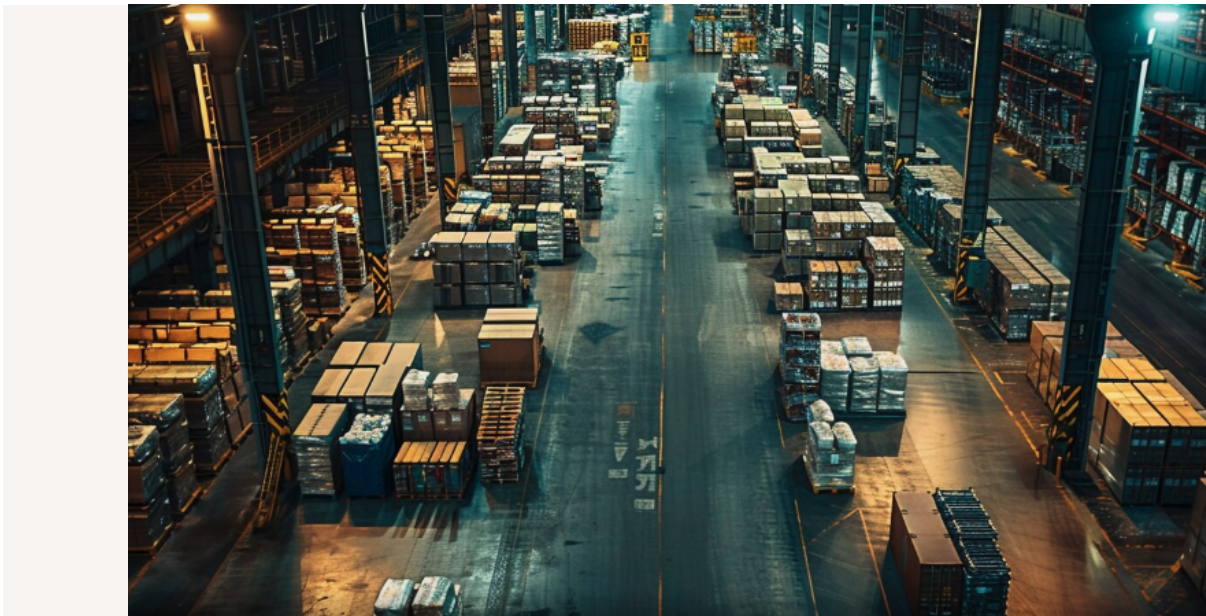




PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

The Complete Course on Purchasing Management

Professional training programme



SPARK TRAINING

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

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— Workshop Overview

Every organisation needs good procurement. Effective management and leadership are crucial for a high-performing Procurement team. The Complete Course on Purchasing Management training course addresses common gaps in Procurement and provides strategies for leading continual improvement to achieve strategic goals. The Complete Course on Purchasing Management training course emphasizes proactive management of the supply base, focusing on achieving both cost reduction and value improvements. It explores methods to foster creativity and flexibility, leveraging supply market knowledge, and transforming Procurement into a core organizational competency. Participants will also engage in practical action planning to apply these concepts effectively in their workplace.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: The 1st Steps to Becoming World Class, Day Two: Evaluating Your Own Operation, Day Three: Continuous Improvement and How to Get It, and day four: supplier management approaches.

Who Should Attend

Procurement and Contracts Personnel
Purchasing, Procurement, Contracts, Contract Administration, Projects Personnel
Engineering, Facilities, Finance, and Maintenance Personnel
Personnel Involved in the Planning and Management of Tender Process

— Learning Objectives

- Learn How to Develop High Performance Purchasing Organizations
- Develop Strategic Purchasing Plans & Discuss How to Improve Internal Customer Service
- Appreciate and See the Analytics that Guide Procurement Strategies
- Explore Many Ways of Reporting Key Performance Indicators (KPIs)
- Understand the Most Important Competencies for Purchasing Personnel

Course Outline

DAY
1

Day One: The 1st Steps to Becoming World Class

- Stages to World Class Purchasing
- How Purchasing is viewed today
- Strategic Sourcing
- Developing Spend Profiles and the ABC Analysis
- New Job Descriptions for Purchasing of the future
- Purchasing Personnel Required Skill Sets

DAY
2

Day Two: Evaluating Your Own Operation

- What are Best Practices
- Purchasing Gap Analysis
- Vision and Mission for Purchasing
- Developing the Purchasing Department Strategic Plan
- Developing Key Performance Indicators (KPIs) for Procurement
- Developing a Company Purchase Price Index

DAY
3

Day Three: Continuous Improvement and How to Get It

- Cost Reduction Initiatives
- Methods of Cost Containment
- Waste in the Supply Chain
- Breaking Down the Elements of Supplier Cost
- Commodity/Service Strategic Planning
- Resisting Price Increases

DAY
4

Day Four: Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Apply Performance criteria to Purchasing Decisions
- Process Mapping To Eliminate Low Value Activities
- Applying eProcurement business process

DAY
5

Day Five: Improving the Image of Procurement

- Global Sourcing
- International Labor Rates Comparison
- Developing and Maintaining a Customer Focus
- Basic Issues in Corruption And Fraud Prevention
- Increasing the Level of Procurement Professionalism
- Keeping Current in the profession

— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	Vienna - Austria	€2,125
9 - 13 November 2026	Barcelona - Spain	€1,925
14 - 18 December 2026	Paris - France	€2,250
18 - 22 January 2027	Munich - Germany	€2,125
15 - 19 February 2027	Amsterdam - Netherlands	€2,125
15 - 19 March 2027	London - United Kingdom	€2,100
19 - 23 April 2027	Istanbul - Türkiye	€1,425
17 - 21 May 2027	Vienna - Austria	€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.