



*Training Course:  
Strategic Planning Contracts and Procurement*

*15 - 19 September 2024  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

## Training Course: Strategic Planning Contracts and Procurement

Training Course code: PU235189 From: 15 - 19 September 2024 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 5250 € Euro

### Introduction:

Welcome to Global Horizon Training Center's "STRATEGIC Planning Contracts and Procurement" program. This comprehensive training program is designed to equip professionals with the knowledge and skills necessary to excel in strategic planning, contract management, and procurement in today's dynamic business environment.

### Objectives:

Upon completion of this program, participants will:

- Understand the fundamentals of strategic planning, contracts, and procurement.
- Develop the ability to align procurement strategies with organizational goals.
- Enhance negotiation and contract management skills.
- Learn to mitigate risks and maximize value in procurement processes.
- Gain insights into the latest trends and best practices in contract and procurement management.

### Methodology:

This program employs a blended learning approach, combining lectures, case studies, group discussions, interactive workshops, and real-world simulations. Participants will have access to course materials, online resources, and expert trainers throughout the program to ensure a comprehensive learning experience.

### Target Audience:

This program is ideal for professionals involved in procurement, contract management, and strategic planning, including:

- Procurement Managers and Officers
- Contract Administrators
- Supply Chain Managers

- Project Managers
- Business Development Professionals
- Legal and Compliance Officers
- Executives and Decision-makers

## Outlines:

### Day 1:

#### Fundamentals of Strategic Planning

- Introduction to Strategic Planning
- Aligning Procurement with Organizational Strategy
- Strategic Analysis and SWOT Analysis
- Setting Procurement Goals and Objectives

### Day 2:

#### Contract Management Basics

- Introduction to Contract Management
- Types of Contracts and Agreements
- Contract Lifecycle Management
- Risk Identification and Mitigation in Contracts

### Day 3:

#### Procurement Strategies

- Developing Procurement Strategies
- Supplier Selection and Evaluation
- Cost Analysis and Cost Reduction Strategies
- Sustainability and Ethical Procurement Practices

Day 4:

Negotiation and Relationship Management

- Negotiation Techniques and Strategies
- Building Strong Supplier Relationships
- Conflict Resolution in Contracts
- Performance Measurement and KPIs

Day 5:

Trends and Best Practices

- Emerging Trends in Procurement and Contracts
- Technology and Digital Transformation
- Global Procurement and Supply Chain Management
- Case Studies and Best Practices



## Registration form on the Training Course: Strategic Planning Contracts and Procurement

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
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