



*Training Course:
Mastering Strategic Procurement and Contract
Management for Directors*

*17 - 21 March 2025
Milan (Italy)*

Training Course: Mastering Strategic Procurement and Contract Management for Directors

Training Course code: MA235557 From: 17 - 21 March 2025 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

Introduction

Strategic procurement and contract management are critical components of business operations that significantly impact cost efficiency, supplier relationships, and risk management. This program is designed for directors responsible for overseeing procurement and contract functions, equipping them with advanced skills to develop procurement strategies that align with business goals, drive cost savings, and manage supplier risks effectively.

Target Audience

- Procurement Directors
- Contract Management Directors
- Supply Chain Directors
- Senior Executives overseeing procurement and contract functions
- Senior Procurement Managers aiming for a director-level position

Objectives

By the end of this program, participants will be able to:

- Develop strategic procurement plans aligned with corporate objectives.
- Lead effective supplier negotiations and relationship management.
- Implement best practices in contract drafting, compliance, and risk mitigation.
- Analyze and optimize procurement processes for cost efficiency.
- Foster innovation in procurement through technology and strategic alliances.
- Ensure legal and regulatory compliance in contract management.

Training Program Outline

Day 1: Strategic Procurement Planning

- Understanding Procurement's Role in Strategic Planning
 - Defining the procurement strategy and its alignment with business goals.
 - Procurement's contribution to organizational success.
- Market Analysis and Supplier Selection
 - Analyzing market trends and risks.

- Supplier selection criteria and methodologies.
- Category Management and Strategic Sourcing
 - Implementing category management to optimize procurement.
 - Strategic sourcing methods to maximize value.
- Case Studies and Group Exercises
 - Real-world examples of successful strategic procurement planning.

Day 2: Advanced Contract Management Techniques

- Fundamentals of Contract Law and Risk Mitigation
 - Key legal aspects of contracts and risk identification.
 - Managing contractual risk through appropriate clauses and safeguards.
- Drafting Contracts with a Strategic Focus
 - Best practices in contract drafting to ensure clarity and enforceability.
 - Strategic considerations when negotiating terms and conditions.
- Contract Compliance and Performance Monitoring
 - Ensuring contract adherence through compliance monitoring.
 - Performance metrics for supplier contracts.
- Workshop: Contract Drafting and Review
 - Practical session on reviewing and drafting contracts with a focus on risk management.

Day 3: Supplier Relationship and Risk Management

- Strategic Supplier Relationship Management SRM
 - Building long-term, value-driven relationships with key suppliers.
 - SRM tools and techniques for improved collaboration.
- Supplier Performance Evaluation
 - Criteria and methods for assessing supplier performance.
 - Developing a supplier performance improvement plan.
- Risk Management in Procurement and Contracts
 - Identifying and managing risks in the supply chain.
 - Risk-sharing mechanisms in contract management.
- Case Studies and Group Discussions
 - Analyzing real-world scenarios of supplier relationship management and risk mitigation.

Day 4: Innovation and Technology in Procurement

- E-Procurement and Digital Transformation
 - Leveraging e-procurement systems to streamline processes.
 - The role of automation in procurement management.
- Data Analytics in Procurement Decision-Making
 - Using data and analytics to enhance procurement efficiency.
 - Predictive analytics for procurement risk management.
- Sustainable and Ethical Procurement Practices
 - Integrating sustainability and corporate social responsibility into procurement.
 - Managing suppliers in line with ethical standards.

- Workshop: Implementing E-Procurement Solutions
 - Hands-on session exploring digital tools for procurement management.

Day 5: Strategic Leadership in Procurement and Contract Management

- Procurement and Contract Leadership
 - Developing leadership capabilities specific to procurement and contract management.
 - Leading high-performing procurement teams.
- Developing Strategic Alliances and Partnerships
 - Building and maintaining strategic alliances for long-term procurement success.
 - Collaboration with internal and external stakeholders for effective procurement.
- Continuous Improvement in Procurement and Contracts
 - Tools and techniques for driving continuous improvement.
 - Monitoring procurement performance and implementing changes.
- Capstone Exercise: Strategic Procurement and Contract Leadership
 - A practical exercise simulating real-world procurement and contract management scenarios, with a focus on strategic decision-making.

Registration form on the Training Course: Mastering Strategic Procurement and Contract Management for Directors

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€ Euro

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