



*Training Course:  
Procurement KPIs*

*9 - 13 June 2025  
Baku (Azerbaijan)*

## Training Course: Procurement KPIs

Training Course code: PU235451 From: 9 - 13 June 2025 Venue: Baku (Azerbaijan) - Training Course Fees: 5500 € Euro

### Introduction

Effective procurement Key Performance Indicators KPIs are crucial for measuring and improving the performance of procurement activities within organizations. This training program focuses on identifying and implementing relevant KPIs to enhance procurement efficiency, reduce costs, mitigate risks, and optimize supplier relationships. Participants will explore various metrics and methodologies for measuring procurement performance, ensuring alignment with organizational goals and strategies.

### Target Audience

- Procurement managers
- Supply chain managers
- Purchasing officers
- Contract managers
- Anyone involved in procurement decision-making and strategy

### Objectives

- Understand the importance of KPIs in procurement management
- Identify key procurement performance indicators and their significance
- Learn methods to measure and interpret procurement KPIs effectively
- Develop strategies to improve procurement processes based on KPI insights
- Enhance decision-making and strategic planning through KPI-driven insights

### Outlines

Day 1:

#### Introduction to Procurement KPIs

- Overview of procurement management and its strategic importance
- Introduction to Key Performance Indicators KPIs and their role in procurement

- Types of KPIs used in procurement cost, quality, delivery, etc.
- Case studies and examples of successful KPI implementations in procurement

#### Day 2:

##### Defining and Setting Procurement KPIs

- Defining organizational objectives and aligning KPIs with strategic goals
- Methodologies for setting SMART Specific, Measurable, Achievable, Relevant, Time-bound KPIs
- Tools and frameworks for selecting relevant procurement KPIs
- Establishing baseline measurements and benchmarks for KPI tracking

#### Day 3:

##### Measuring and Analyzing Procurement Performance

- Techniques for collecting and analyzing procurement data
- Interpreting KPI results and identifying performance trends
- Reporting formats and dashboards for presenting KPI insights
- Continuous improvement strategies based on KPI analysis

#### Day 4:

##### Implementing KPIs in Procurement Practices

- Integrating KPIs into procurement processes and workflows
- Stakeholder engagement and communication strategies for KPI implementation
- Challenges and solutions in implementing KPIs effectively
- Monitoring and evaluating the effectiveness of KPI-driven strategies

#### Day 5:

##### Enhancing Procurement Strategy with KPIs

- Leveraging KPI insights to optimize supplier relationships and negotiations
- Using KPIs to drive innovation and sustainability in procurement

- Case studies and best practices in using KPIs to achieve procurement excellence
- Review, feedback, and action planning for applying KPI knowledge in participants' organizations

## Registration form on the Training Course: Procurement KPIs

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

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Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
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### Company Information

Company Name: .....  
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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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