Training Course:
Strategic Planning, Contracts, and Procurement
for General Managers

22 - 26 December 2025
Paris (France)

Training Course:
Strategic Planning, Contracts, and Procurement for General Managers

Training Course code: PC235389 From: 22 - 26 December 2025 Venue: Paris (France) - Training Course Fees: 5500 ⬜ Euro

Introduction:

Welcome to Global Horizon Training Center's "STRATEGIC Planning Contracts and Procurement" program, tailored for general managers. This program is meticulously crafted to empower executives with the essential competencies required to navigate strategic planning, contract management, and procurement in today's dynamic business landscape.

Objectives:

Upon completing this program, participants will:

- Grasp the core principles of strategic planning, contracts, and procurement, aligning them with overarching business strategies.

- Cultivate proficiency in negotiating complex contracts and managing them adeptly to mitigate risks and drive value.

- Explore advanced strategies to streamline procurement processes, enhance supplier relationships, and promote sustainable practices.

- Stay abreast of the latest trends, technologies, and best practices shaping the realms of procurement and contract management.

Methodology:

This program integrates a blend of executive-level lectures, immersive case studies, strategic discussions, and interactive workshops. Leveraging real-world simulations and insights from industry experts, participants will gain actionable knowledge and strategic acumen to excel in their managerial roles.

Target Audience:

This program is tailored for general managers and senior executives across various sectors, including but not limited to:

- General Managers

- Senior Executives

- Directors

- Heads of Departments

Outlines:

Day 1: Strategic Planning Foundations

- Understanding Strategic Planning in a Leadership Context

- Aligning Procurement Strategies with Organizational Vision and Goals

- Strategic Analysis Techniques: SWOT Analysis and Beyond

Day 2: Advanced Contract Management

- Mastering Contract Lifecycle Management

- Evaluating Different Contract Types and Agreements

- Risk Identification, Mitigation, and Compliance in Contracts

Day 3: Strategic Procurement Strategies

- Crafting Effective Procurement Strategies for Organizational Success

- Supplier Selection, Evaluation, and Performance Management

- Cost Analysis, and Sustainability Practices in Procurement

Day 4: Executive Negotiation and Relationship Management

- Advanced Negotiation Techniques for General Managers

- Cultivating Strong Supplier Relationships and Alliances

- Conflict Resolution Strategies and Performance Metrics in Contracts

Day 5: Strategic Insights and Future Trends

- Exploring Emerging Trends in Procurement and Contract Management

- Leveraging Technology and Digital Transformation in Procurement Processes

- Global Procurement Strategies and Supply Chain Management Best Practices

Registration form on the Training Course:
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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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Official E-Mail: ....

Company Information

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Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): ....
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