



*Training Course:
Strategic Planning Contracts and Procurement*

*3 - 7 November 2025
Milan (Italy)*

Training Course: Strategic Planning Contracts and Procurement

Training Course code: FI235189 From: 3 - 7 November 2025 Venue: Milan (Italy) - Training Course Fees: 5500 € 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:

- 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:

- 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

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