# Training Course:
# Procurement Management

### 23 June - 4 July 2025
### Barcelona (Spain)
### Grupotel Gran Via 678

# Training Course:
# Procurement Management

Training Course code:  PU235673  From:  23 June - 4 July 2025  Venue:  Barcelona (Spain) - Grupotel Gran Via 678 Training Course Fees:  9000  ⬜ Euro

## Introduction:

This training program, designed by Global Horizon Training Center, provides a comprehensive understanding of procurement principles, strategies, and practices. Participants will explore key procurement processes, supplier relationship management, and techniques to enhance efficiency and cost-effectiveness. Through practical sessions, case studies, and workshops, participants will gain valuable insights into achieving organizational goals through strategic procurement.

## Objectives:

1. Understand the fundamental principles of procurement and its role in organizational success.

2. Develop skills in supplier selection, evaluation, and management.

3. Master negotiation techniques for favorable contract terms.

4. Learn to implement effective procurement planning and risk management strategies.

5. Enhance their ability to conduct procurement audits and ensure compliance with policies.

## Course Methodology:

- Interactive lectures with real-world case studies.

- Group discussions and brainstorming sessions.

- Hands-on workshops for practical application of concepts.

- Role-playing and simulations to enhance negotiation skills.

- Peer reviews and feedback sessions to reinforce learning.

## Organizational Impact:

- Improved procurement processes and cost-efficiency.

- Enhanced supplier relationships and reduced risks.

- Better alignment of procurement strategies with organizational objectives.

- Increased compliance with procurement laws and standards.

- Development of a skilled and informed procurement team.

## Target Audience:

- Procurement managers and officers.

- Supply chain professionals.

- Finance and operations personnel involved in procurement.

- Business owners and entrepreneurs.

- Professionals aiming to improve their procurement expertise.

## Training Outlines

### Day 1:

### Fundamentals of Procurement Management

- Introduction to Procurement and Supply Chain.

- Strategic Role of Procurement in Organizations.

- Procurement Cycle and Processes.

- Key Performance Indicators KPIs for Procurement.

- Workshop: Mapping the Procurement Cycle.

### Day 2:

### Supplier Selection and Management

- Identifying and Evaluating Potential Suppliers.

- Supplier Relationship Management SRM Strategies.

- Contract Management and Legal Considerations.

- Ethical Practices in Procurement.

- Workshop: Supplier Evaluation and Risk Assessment.

### Day 3:

### Procurement Planning and Risk Management

- Forecasting and Planning Procurement Needs.

- Cost Analysis and Budgeting.

- Risk Identification and Mitigation Strategies.

- Leveraging Technology in Procurement e-Procurement.

- Workshop: Developing a Procurement Plan.

## Day 4:

## Negotiation and Contracting Skills

- Preparing for Procurement Negotiations.

- Techniques for Successful Negotiations.

- Drafting and Managing Contracts.

- Conflict Resolution in Procurement.

- Workshop: Role-Playing Procurement Negotiations.

## Day 5:

## Procurement Audits and Continuous Improvement

- Procurement Performance Monitoring and Evaluation.

- Conducting Procurement Audits.

- Trends and Innovations in Procurement.

- Building a Culture of Continuous Improvement.

- Workshop: Designing an Action Plan for Procurement Excellence.

## Day 6:

## Advanced Procurement Analytics and Reporting

- Introduction to Procurement Data Analytics.

- Tools and Techniques for Procurement Reporting.

- Measuring Procurement ROI Return on Investment.

- Predictive Analytics in Procurement.

- Workshop: Building Dashboards for Procurement Metrics.

## Day 7:

### Sustainable and Ethical Procurement Practices

- Principles of Sustainability in Procurement.

- Integrating Corporate Social Responsibility CSR into Procurement.

- Managing Green and Ethical Supply Chains.

- International Procurement Standards and Certifications.

- Case Study: Developing a Sustainable Procurement Strategy.

## Day 8:

### Strategic Supplier Relationship Management SRM

- Building Long-Term Supplier Partnerships.

- Collaborative Procurement and Innovation.

- Managing Supplier Risks in Global Supply Chains.

- Enhancing Supplier Performance through KPIs.

- Workshop: Creating a Supplier Scorecard.

## Day 9:

### Advanced Contract and Risk Management

- Identifying Contractual Risks and Mitigation Plans.

- Managing Multi-Year and Complex Contracts.

- Dispute Resolution and Arbitration in Procurement.

- Procurement Fraud: Detection and Prevention.

- Workshop: Drafting Risk-Proof Procurement Contracts.

## Day 10:

### Leadership in Procurement and Supply Chain

- Developing Strategic Procurement Leadership Skills.

- Leading and Managing Procurement Teams.

- Aligning Procurement Goals with Organizational Objectives.

- Change Management in Procurement and Supply Chains.

- Capstone Activity: Presenting a Strategic Procurement Roadmap.

# Registration form on the Training Course: Procurement Management

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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

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## 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, Giza, Giza Governorate, Egypt. |