



*Training Course:  
Leadership Excellence in Procurement:  
Empowering Success Through Effective  
Communication  
10 - 14 November 2025  
Baku (Azerbaijan)*

## Training Course: Leadership Excellence in Procurement: Empowering Success Through Effective Communication

Training Course code: LS235341 From: 10 - 14 November 2025 Venue: Baku (Azerbaijan) - Training Course Fees: 5500 € Euro

### Introduction

In today's rapidly evolving business landscape, effective leadership and communication skills are essential for success in procurement. Leaders in procurement are not only responsible for managing supplier relationships and negotiating contracts but also for driving strategic initiatives, fostering innovation, and navigating complex challenges. This 5-day training program is designed to equip procurement professionals with the necessary leadership and communication tools to excel in their roles and drive organizational success.

### Objectives

- Understand the role and importance of leadership in procurement.
- Develop essential leadership skills, including strategic thinking, team management, and change management.
- Enhance communication skills for effective negotiation, conflict resolution, and stakeholder engagement.
- Learn practical strategies for supplier relationship management, risk management, and innovation in procurement.
- Gain insights into ethical leadership practices and their application in procurement contexts.

### Target Audience

This training program is tailored for procurement professionals at all levels, including but not limited to:

- Procurement Managers
- Procurement Officers
- Supply Chain Managers
- Purchasing Managers
- Contract Managers
- Strategic Sourcing Specialists
- Category Managers
- Supplier Relationship Managers

## Training Program Outline

### Day 1:

#### Introduction to Leadership in Procurement

- Overview of Leadership in Procurement
- Key Leadership Styles and Their Application
- Communication Skills for Procurement Leaders

### Day 2:

#### Strategic Procurement Leadership

- Strategic Thinking and Alignment with Organizational Objectives
- Supplier Relationship Management
- Risk Management Strategies

### Day 3:

#### Effective Communication in Procurement

- Active Listening and Empathy
- Negotiation Skills
- Conflict Resolution Techniques

### Day 4:

#### Leading Teams in Procurement

- Team Building and Motivation
- Delegation and Empowerment
- Performance Management

### Day 5:

#### Innovation and Change Management in Procurement

- Role of Innovation and Technology



- Change Management Strategies
- Ethical Leadership in Procurement

## Registration form on the Training Course: Leadership Excellence in Procurement: Empowering Success Through Effective Communication

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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:  
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