



*Training Course:
Advanced Procurement Skills*

14 - 25 September 2025

Dubai (UAE)

Residence Inn by Marriott Sheikh Zayed Road, Dubai

Training Course: Advanced Procurement Skills

Training Course code: PC236178 From: 14 - 25 September 2025 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 7000 € Euro

Introduction

Procurement has evolved from a transactional function to a strategic business process that directly influences organizational performance and competitiveness. The Advanced Procurement Skills training program, designed by Global Horizon Training Center, is a 12-day comprehensive course developed for procurement professionals seeking to deepen their strategic capabilities, enhance supplier relationships, and implement best-in-class procurement practices. This program focuses on modern approaches, tools, and frameworks required to optimize procurement performance, reduce costs, mitigate risks, and deliver sustainable value across the supply chain.

Objectives

By the end of this program, participants will be able to:

- Understand the strategic role of procurement in achieving organizational goals.
- Apply advanced techniques in sourcing, supplier management, and contract negotiation.
- Analyze and mitigate procurement risks and compliance issues.
- Design and implement category management and spend analysis strategies.
- Integrate sustainability, ethics, and innovation into procurement processes.
- Leverage procurement analytics and performance measurement tools.

Course Methodology

- Instructor-led expert sessions
- Procurement case study analysis and business scenarios
- Theoretical simulations and process walkthroughs
- Strategic discussions and best-practice reviews
- Group collaboration and peer-exchange exercises
- Real-world procurement models and benchmarking

Organizational Impact

- Enhances strategic sourcing and procurement effectiveness
- Builds internal procurement competencies aligned with business priorities
- Reduces cost through smarter supplier selection and contract optimization
- Improves procurement governance and risk control
- Promotes innovation and agility within procurement operations
- Enables better data-driven procurement decision-making

Target Audience

- Senior buyers and procurement specialists
- Category managers and sourcing professionals
- Contract administrators and supply chain managers
- Procurement auditors and compliance officers
- Anyone involved in procurement planning, strategy, or decision-making

Course Outline

Day 1: Strategic Role of Procurement

- Evolution of procurement to strategic function
- Procurement alignment with business objectives
- Procurement maturity models
- Key skills and competencies for modern procurement

Day 2: Advanced Sourcing Strategies

- Sourcing models and frameworks
- Make vs. buy decisions
- Total cost of ownership TCO
- Supplier selection criteria and evaluations

Day 3: Category Management

- Defining and grouping procurement categories
- Category strategy development
- Internal and external stakeholder alignment
- Category performance management

Day 4: Supplier Relationship Management SRM

- Building supplier collaboration strategies
- Performance scorecards and feedback
- Strategic vs. transactional supplier relationships
- Supplier segmentation models

Day 5: Procurement Planning & Budgeting

- Demand forecasting and procurement planning
- Integrating procurement with finance and operations
- Budget control and lifecycle costing
- Procurement master plans

Day 6: Contract Management and Risk Mitigation

- Key contract elements and structures
- Contract lifecycle and administration
- Risk analysis in procurement contracts
- Dispute avoidance and resolution strategies

Day 7: Negotiation Tactics for Procurement

- Preparation and goal setting in negotiations
- BATNA, ZOPA, and negotiation planning
- Strategic negotiation frameworks
- Supplier negotiation case scenarios

Day 8: Procurement Compliance and Ethics

- Procurement governance and legal frameworks
- Anti-corruption and anti-collusion practices
- Ethical procurement principles
- Procurement audit basics

Day 9: Procurement Risk Management

- Risk categories in procurement financial, operational, reputational
- Tools for identifying and assessing risks
- Contingency and mitigation strategies
- Risk registers and control measures

Day 10: Sustainability and Innovation in Procurement

- Green and sustainable sourcing
- Socially responsible suppliers
- Driving innovation through supplier partnerships
- Circular economy principles in procurement

Day 11: Procurement Analytics and KPIs

- Key procurement performance indicators
- Spend analysis and supplier performance metrics
- Cost savings tracking and benefits realization
- Benchmarking procurement performance

Day 12: Procurement Strategy and Future Trends

- Building a long-term procurement roadmap
- Digital transformation and e-procurement trends
- AI and automation in sourcing
- Final summary and strategic insights

Registration form on the Training Course: Advanced Procurement Skills

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

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Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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