



*Training Course:
Procurement and Contract Management for
Senior Specialists*

*25 - 29 August 2025
Barcelona (Spain)
Grupotel Gran Via 678*

Training Course: Procurement and Contract Management for Senior Specialists

Training Course code: PC236206 From: 25 - 29 August 2025 Venue: Barcelona (Spain) - Grupotel Gran Via 678 Training Course Fees: 5500 € Euro

Introduction:

As organizations increasingly rely on strategic procurement and robust contract management to drive efficiency and cost-effectiveness, the role of seasoned procurement and contract specialists becomes ever more critical. This advanced training program is designed specifically for experienced professionals aiming to enhance their capabilities in managing high-value procurement processes and complex contract lifecycles.

The course provides an in-depth exploration of strategic sourcing, supplier relationship management, risk mitigation, and advanced contracting practices, enabling participants to align procurement functions with organizational goals and regulatory frameworks.

Objectives:

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

- Apply advanced procurement planning techniques to complex purchasing needs.
- Evaluate and manage strategic suppliers using performance and risk-based criteria.
- Develop and review contracts that protect organizational interests and promote value.
- Handle disputes, variations, and claims within the contract lifecycle.
- Ensure compliance with international procurement standards and legal frameworks.
- Lead procurement teams through transformation and performance improvement.

Target Audience:

- Senior Procurement Specialists
- Contract Managers and Senior Contract Officers
- Supply Chain Executives
- Strategic Sourcing Professionals
- Project Procurement Advisors
- Anyone responsible for high-value procurement or managing complex contracts

Course Methodology:

- Case studies and real-world scenarios
- Interactive workshops and group discussions
- Templates and toolkits for immediate workplace application
- Simulation exercises on supplier evaluation and contract negotiation
- Legal and compliance analysis sessions

Organizational Impact:

- Strengthen strategic procurement capabilities
- Reduce contractual risk exposure
- Increase cost savings and supplier performance
- Improve legal and regulatory compliance
- Enhance procurement governance and documentation

Outlines:

Day 1:

Strategic Procurement Planning and Sourcing

- Procurement maturity and aligning with organizational strategy
- Demand forecasting and category management
- Supplier market analysis and sourcing strategies
- Make-or-buy decisions in strategic procurement

Day 2:

Supplier Qualification and Performance Management

- Advanced supplier selection criteria and prequalification
- Developing KPIs for supplier evaluation
- Managing supplier relationships and contract performance

- Risk management and contingency planning

Day 3:

Advanced Contract Development and Drafting

- Key elements of complex contracts and service agreements
- Contract types and payment structures
- Drafting clauses for risk sharing, penalties, warranties, and SLAs
- Ensuring clarity and enforceability in contractual language

Day 4:

Contract Administration and Dispute Management

- Managing contract variations and change orders
- Handling claims and dispute resolution mechanisms
- Performance monitoring and corrective actions
- Contract closeout and lessons learned

Day 5:

Governance, Compliance, and International Best Practices

- Ethical procurement and anti-corruption measures
- International procurement standards e.g., UNCITRAL, FIDIC, World Bank
- Auditing and documentation for transparency and accountability
- Digital transformation and e-procurement trends for senior professionals

Registration form on the Training Course: Procurement and Contract Management for Senior Specialists

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