



*Training Course:  
Advanced Practices in Strategic Procurement and  
Sourcing*

*17 - 28 November 2025  
Madrid (Spain)  
Pestana CR7 Gran Vía*

## Training Course: Advanced Practices in Strategic Procurement and Sourcing

Training Course code: PU236245 From: 17 - 28 November 2025 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course Fees: 9000 € Euro

### Introduction

Procurement has evolved from a back-office function focused on transactions into a strategic enabler that drives competitiveness, cost efficiency, and innovation. In today's dynamic global markets, organizations must adopt advanced practices in procurement and sourcing to optimize supplier relationships, reduce risks, ensure sustainability, and create value beyond cost savings. This training program provides participants with the knowledge, skills, and practical frameworks to master **strategic procurement** and **sourcing practices**, enabling them to transform procurement into a powerful strategic function that supports long-term business goals.

### Objectives

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

1. Understand advanced concepts of procurement and sourcing as strategic tools.
2. Develop and implement strategic procurement frameworks aligned with corporate strategy.
3. Apply supplier relationship management techniques for long-term value creation.
4. Utilize data-driven approaches and digital tools in procurement decision-making.
5. Implement risk management strategies in global procurement and sourcing.
6. Design sustainable and ethical sourcing strategies.
7. Lead negotiations and contracting processes to maximize organizational advantage.
8. Assess procurement performance using KPIs and continuous improvement methods.

### Target Audience

- Procurement directors, managers, and specialists.
- Supply chain and logistics professionals involved in sourcing.
- Contract managers and vendor management officers.
- Finance and operations professionals seeking advanced procurement knowledge.
- Executives aiming to transform procurement into a strategic function.

## Course Methodology

- Interactive lectures and facilitated discussions.
- Case studies from global procurement leaders.
- Group exercises and simulations strategic sourcing, supplier negotiations.
- Role-playing and scenario-based learning.
- Tools, templates, and frameworks for practical implementation.

## Outlines

### Day 1:

#### The Strategic Role of Procurement

- Evolution from operational procurement to strategic procurement.
- Procurement's role in corporate strategy.
- Aligning procurement with organizational goals.
- Case examples: Procurement as a value driver.

### Day 2:

#### Advanced Procurement Frameworks

- Procurement maturity models.
- Category management and its strategic application.
- Strategic vs. tactical procurement.
- Developing procurement policies and governance.

### Day 3:

#### Strategic Sourcing Methodologies

- 7-step strategic sourcing process.
- Market analysis and supplier segmentation.
- Global sourcing strategies.

- Cost analysis and value engineering in sourcing.

#### Day 4:

##### Supplier Relationship Management SRM

- Building collaborative supplier partnerships.
- Measuring and managing supplier performance.
- Supplier innovation and joint value creation.
- Case studies of successful SRM.

#### Day 5:

##### Advanced Negotiation Strategies

- Negotiation planning and preparation.
- Collaborative vs. competitive negotiations.
- Cross-cultural negotiation in global procurement.
- Practical role-play in supplier negotiations.

#### Day 6:

##### Contract Management and Legal Aspects

- Principles of effective procurement contracts.
- Risk allocation and liability in contracts.
- Contract lifecycle management CLM.
- Digital contract management systems.

#### Day 7:

##### Risk Management in Procurement

- Identifying procurement and supply chain risks.
- Risk assessment tools and frameworks.
- Mitigation strategies in volatile markets.

- Case study: Risk foresight in global sourcing.

#### Day 8:

##### Digital Transformation in Procurement

- E-procurement systems and tools.
- Data analytics for procurement decisions.
- AI, blockchain, and automation in sourcing.
- Future trends in digital procurement.

#### Day 9:

##### Sustainable and Ethical Sourcing

- Principles of responsible procurement.
- ESG Environmental, Social, Governance in procurement.
- Green procurement strategies.
- Ethical sourcing and compliance frameworks.

#### Day 10:

##### Measuring and Improving Procurement Performance

- Procurement KPIs and dashboards.
- Benchmarking procurement excellence.
- Continuous improvement in procurement processes.
- Final group exercise: Designing a strategic procurement roadmap.

## Registration form on the Training Course: Advanced Practices in Strategic Procurement and Sourcing

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

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