



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

*17 - 21 November 2025
Madrid (Spain)
Pestana CR7 Gran Vía*

Training Course: Advanced Practices in Strategic Procurement and Sourcing

Training Course code: PU236296 From: 17 - 21 November 2025 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course Fees: 5500 € Euro

Introduction

Procurement has evolved from a transactional activity into a strategic enabler of competitiveness, innovation, and sustainability. This intensive 5-day program equips participants with the knowledge, tools, and practical frameworks to master advanced procurement and sourcing strategies. Through case studies, group work, and simulations, participants will learn how to optimize supplier relationships, implement risk and performance management systems, and leverage digital transformation for sustainable value creation.

Objectives

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

- Understand procurement as a strategic driver of organizational value.
- Apply frameworks and maturity models to build advanced procurement capabilities.
- Implement strategic sourcing, category management, and supplier relationship strategies.
- Lead contract negotiations and manage procurement risks effectively.
- Integrate digital tools and sustainability principles into procurement processes.
- Measure procurement performance and drive continuous improvement.

Target Audience

- Procurement directors, managers, and specialists
- Supply chain and logistics professionals
- 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, simulations, and role-playing
- Practical tools, templates, and frameworks

Outlines

Day 1

The Strategic Role of Procurement & Advanced Frameworks

- Evolution of procurement: from transactional to strategic.
 - Procurement's alignment with corporate strategy.
 - Procurement maturity models.
 - Category management as a strategic approach.
 - Procurement governance and policies.
- [Case study:](#) Procurement as a driver of competitive advantage.

Day 2

Strategic Sourcing & Supplier Relationship Management

- The 7-step strategic sourcing process.
 - Market analysis, supplier segmentation, and global sourcing strategies.
 - Cost analysis and value engineering in sourcing.
 - Building collaborative supplier partnerships.
 - Measuring and managing supplier performance.
 - Supplier innovation and joint value creation.
- [Exercise:](#) Developing a sourcing strategy for a global project.

Day 3

Advanced Negotiation & Contract Management

- Strategic negotiation planning and preparation.
- Collaborative vs. competitive negotiation styles.
- Cross-cultural negotiation in global procurement.
- Principles of effective procurement contracts.

- Risk allocation and liability in contracts.
- Contract lifecycle management and digital CLM tools.
[Simulation](#): Role-play negotiation with supplier stakeholders.

Day 4

Risk Management & Digital Transformation

- Identifying procurement and supply chain risks.
- Tools and frameworks for risk assessment.
- Mitigation strategies in volatile global markets.
- E-procurement systems and digital platforms.
- Data-driven procurement: analytics, AI, blockchain, and automation.
- Future trends in digital procurement.
[Case study](#): Risk foresight in global sourcing.

Day 5

Sustainable Procurement & Performance Measurement

- Principles of responsible and ethical sourcing.
- ESG Environmental, Social, Governance in procurement.
- Green procurement strategies and compliance frameworks.
- Procurement KPIs, dashboards, and benchmarking 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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