



*Training Course:
Good & Best Procurement Practices*

*24 - 28 November 2025
Paris (France)*

Training Course: Good & Best Procurement Practices

Training Course code: PC236297 From: 24 - 28 November 2025 Venue: Paris (France) - Training Course Fees: 5500 € Euro

Introduction

Welcome to the Good & Best Procurement Practices training program, designed by the Global Horizon Training Center. This intensive program equips professionals with the critical skills and knowledge required to manage procurement and contracts effectively. With a focus on international best practices, legal and ethical compliance, and supplier collaboration, the training empowers participants to transform procurement into a value-driving function that supports organizational success.

Objectives

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

- Understand procurement fundamentals and their strategic importance.
- Develop effective procurement planning and strategy.
- Apply legal, ethical, and compliance standards in procurement.
- Draft, negotiate, and manage contracts successfully.
- Navigate RFPs, tendering, and evaluation with transparency.
- Build and manage strong supplier relationships.
- Identify, assess, and mitigate procurement risks.
- Adapt to international procurement best practices and emerging trends.

Target Audience

- Procurement Managers & Specialists
- Contract Managers & Legal Professionals
- Supply Chain & Project Managers
- Finance Professionals
- Executives and anyone involved in procurement

Course Methodology

- Interactive lectures and expert-led discussions
- Case studies and global best practice examples
- Group exercises, simulations, and role-plays
- Practical templates, tools, and checklists
- Open forums for participant knowledge sharing

Training Outlines

Day 1

Foundations of Procurement and Contract Management

- Strategic importance of procurement.
- Role of procurement in organizational success.
- Introduction to contract management essentials.
- Key concepts, terminologies, and frameworks.
Case study: Procurement as a driver of value creation.

Day 2

Procurement Strategy, Planning & Tendering

- Developing a procurement plan aligned with organizational goals.
- Strategic considerations in procurement planning.
- Crafting effective RFPs and tender documents.
- Evaluating proposals and bids fairly and transparently.
Exercise: Designing and evaluating a sample RFP.

Day 3

Legal, Ethical, and Risk Management in Procurement

- Legal frameworks and compliance in procurement.
- Ethics, integrity, and anti-corruption measures.
- Identifying and assessing risks in procurement.
- Developing and implementing mitigation strategies.

Case study: Successful risk management in global procurement.

Day 4

Contract Negotiation, Management & Administration

- Key elements of contract formation.
 - Effective negotiation strategies and techniques.
 - Avoiding pitfalls in negotiation and contracting.
 - Best practices in contract administration.
 - Monitoring performance and resolving disputes.
- Simulation:** Negotiation role-play and contract review exercise.

Day 5

Supplier Management, Global Practices & Future Trends

- Building strong and collaborative supplier relationships.
 - Measuring and managing supplier performance.
 - International procurement best practices and global standards.
 - Emerging trends: digital procurement, sustainability, advanced contract structures.
- Final group exercise:** Designing a roadmap for best procurement practices.

Registration form on the Training Course: Good & Best Procurement Practices

Training Course code: PC236297 From: 24 - 28 November 2025 Venue: Paris (France) - Training Course Fees: 5500 € Euro

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
- ☐ Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.