



*Training Course:  
Purchasing Management A-Z*

*9 - 13 November 2026  
Vienna (Austria)*

## Training Course: Purchasing Management A-Z

Training Course code: PU235440 From: 9 - 13 November 2026 Venue: Vienna (Austria) - Training Course Fees: 6050 € Euro

### Introduction

Purchasing Management plays a crucial role in the efficient functioning of any organization's supply chain. Effective management of purchasing processes not only ensures cost-efficiency but also enhances supplier relationships and overall operational performance. This comprehensive 5-day training program is designed to equip participants with the essential skills and knowledge needed to excel in Purchasing Management, covering everything from strategic sourcing to contract management and continuous improvement.

### Objectives

- Understand the fundamentals of Purchasing Management and its strategic importance within supply chain operations.
- Learn the role and responsibilities of a Purchasing Manager in driving organizational success through effective procurement strategies.
- Master key techniques for strategic sourcing, supplier relationship management, and negotiation.
- Gain insights into cost analysis, pricing strategies, and contract management to optimize purchasing decisions.
- Develop proficiency in inventory management, logistics, and risk mitigation to ensure smooth supply chain operations.
- Apply performance metrics and continuous improvement methodologies to enhance purchasing effectiveness and efficiency.

### Target Audience

- Purchasing Managers looking to enhance their skills and knowledge in procurement strategies and supplier management.
- Supply Chain Professionals involved in purchasing, procurement, and logistics operations.
- Business Owners and Managers responsible for procurement decisions and cost management.
- Anyone interested in pursuing a career in Purchasing Management or seeking to strengthen their understanding of supply chain dynamics.

## Outline

### Day 1: Introduction to Purchasing Management

- Overview of Purchasing Management
- Importance in Supply Chain Management
- Role and Responsibilities of a Purchasing Manager
- Strategic Sourcing and Vendor Selection
- Supplier Relationship Management

### Day 2: Procurement Process and Procedures

- Procurement Planning and Budgeting
- Purchase Requisition and Approval Process
- Request for Proposal RFP and Tendering Process
- Negotiation Techniques in Purchasing
- Contract Management and Legal Aspects

### Day 3: Cost Analysis and Pricing Strategies

- Total Cost of Ownership TCO Analysis
- Cost Benefit Analysis and Value Engineering
- Price Forecasting and Market Analysis
- Pricing Strategies and Discounts
- Managing Price Escalations and Cost Reduction Techniques

### Day 4: Inventory Management and Logistics

- Inventory Control Methods and Techniques
- Just-in-Time JIT Inventory System
- Warehouse Management and Optimization

- Transportation and Logistics Management
- Risk Management in Supply Chain

#### Day 5: Performance Metrics and Continuous Improvement

- Key Performance Indicators KPIs in Purchasing
- Supplier Performance Evaluation
- Lean Procurement and Six Sigma in Purchasing
- Continuous Improvement Techniques
- Case Studies and Best Practices

## Registration form on the Training Course: Purchasing Management A-Z

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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
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### Easy Ways To Register

Telephone:  
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place.

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registration  
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info@gh4t.com  
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