



*Training Course:  
Purchasing Management Masterclass*

*7 - 11 December 2026  
Milan (Italy)*

## Training Course: Purchasing Management Masterclass

Training Course code: PC4069 From: 7 - 11 December 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

Purchasing is essential to the success of modern organizations and successful organizations need highly trained and Effective Managers. Buying teams need to be effectively managed in order to balance the requirement for high quality materials and services with the lowest prices and low administrative costs, and work with other departments and functions. This programme will provide practical examples of:

- Developing the right organizational strategies for your team
- Roles and responsibilities of Buyers
- Negotiating with suppliers
- Cross functional purchasing approaches
- Measuring and Improving Purchasing Performance

### Programme objectives

- The essential requirements for Purchasing Management
- Team structures and roles
- The benefits of improved purchasing
- Implementing changes within the team and with other departments
- Strategies and tactics for improved buying
- The uses of tendering, negotiation and other approaches
- Measuring and Improving Purchasing Performance
- Using Key Performance Measures

### Methodology

Participants will learn by active participation during the programme through the use of exercises, questionnaires, syndicate and group discussion, training videos and discussions on "real life" issues in their organisations.

## programme summary

The programme covers all the essential skills needed by Purchasing Managers to be effective in obtaining value for money for their organisations. The programme will concentrate on how to structure Buying activities in the way that ensures the best results for the whole organisation by focusing on the most important purchases and prioritising activities. The benefits of improved Purchasing are presented along with methods for communicating them with other stakeholders in the organisation.

All participants will return to their organisations with a developed Action Plan to implement their learning from the programme into their daily routine at work.

## Programme outlines

### DAY 1 - Effective Purchasing in Modern Organisations

- What is the role of Purchasing?
- What do other functions want from Purchasing?
- Essentials for Effective Purchasing
- Concepts and approaches in Purchasing Management
- Team Roles and responsibilities
- What do you want to achieve?

### DAY 2 - Tools for Effective Purchasing

- Spend mapping
- Supply Positioning
- Supplier Intelligence
- Supplier Selection
- Role of Distributors and Agents

### DAY 3 - Financial and non-financial Purchasing Measures

- Pricing Mechanisms
- Value Analysis
- Cost analysis
- Total Cost of Ownership

- Capital Equipment Life Cycle Costing
- Early Involvement of other functions

#### DAY 4 - Use of appropriate sourcing techniques

- Use of Tendering, negotiation, direct sourcing and e-commerce
- Tendering, RFIs, RFQs
- Negotiation preparation, strategy and tactics
- Negotiation with other cultures
- E-procurement

#### DAY 5 - Implementing Purchasing Improvements

- Using Key Performance Measures to monitor and deliver improvements
- Metric hierarchies
- Implementing Change
- Planning Communications
- Planning for Action

## Registration form on the Training Course: Purchasing Management Masterclass

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€ Euro

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

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Full Name (Mr / Ms / Dr / Eng): .....  
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### Company Information

Company Name: .....  
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### Person Responsible for Training and Development

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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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### Easy Ways To Register

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