



*Training Course:
Leadership Excellence in Procurement:
Empowering Success Through Effective
Communication
12 - 16 October 2026
Milan (Italy)*

Training Course: Leadership Excellence in Procurement: Empowering Success Through Effective Communication

Training Course code: LS235341 From: 12 - 16 October 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

In today's rapidly evolving business landscape, effective leadership and communication skills are essential for success in procurement. Leaders in procurement are not only responsible for managing supplier relationships and negotiating contracts but also for driving strategic initiatives, fostering innovation, and navigating complex challenges. This 5-day training program is designed to equip procurement professionals with the necessary leadership and communication tools to excel in their roles and drive organizational success.

Objectives

- Understand the role and importance of leadership in procurement.
- Develop essential leadership skills, including strategic thinking, team management, and change management.
- Enhance communication skills for effective negotiation, conflict resolution, and stakeholder engagement.
- Learn practical strategies for supplier relationship management, risk management, and innovation in procurement.
- Gain insights into ethical leadership practices and their application in procurement contexts.

Target Audience

This training program is tailored for procurement professionals at all levels, including but not limited to:

- Procurement Managers
- Procurement Officers
- Supply Chain Managers
- Purchasing Managers
- Contract Managers
- Strategic Sourcing Specialists

- Category Managers
- Supplier Relationship Managers

Training Program Outline

Day 1: Introduction to Leadership in Procurement

- Overview of Leadership in Procurement
- Key Leadership Styles and Their Application
- Communication Skills for Procurement Leaders

Day 2: Strategic Procurement Leadership

- Strategic Thinking and Alignment with Organizational Objectives
- Supplier Relationship Management
- Risk Management Strategies

Day 3: Effective Communication in Procurement

- Active Listening and Empathy
- Negotiation Skills
- Conflict Resolution Techniques

Day 4: Leading Teams in Procurement

- Team Building and Motivation
- Delegation and Empowerment
- Performance Management

Day 5: Innovation and Change Management in Procurement

- Role of Innovation and Technology
- Change Management Strategies



- Ethical Leadership in Procurement

Registration form on the Training Course: Leadership Excellence in Procurement: Empowering Success Through Effective Communication

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