



*Training Course:  
Logistics & Supply Chain Management*

*28 September - 9 October 2026  
Trabzon (Turkey)*

## Training Course: Logistics & Supply Chain Management

Training Course code: PU4039 From: 28 September - 9 October 2026 Venue: Trabzon (Turkey) - Training Course Fees: 9450 € Euro

### Introduction

The development and implementation of strategies for acquiring materials, goods, equipment, and services are critical for reducing costs and improving quality and productivity. This program explores procurement and supply chain management concepts, covering current challenges and best practices. Participants will learn how to develop high-performance purchasing and supply chain organizations through practical skills, strategic decision-making, and effective management of cost, time, and material movement.

### Objectives

By the end of this program, participants will:

- Understand strategic procurement principles.
- Learn best practices in procurement and supply chain management.
- Apply techniques for cost control, time management, and effective material movement.
- Develop a functional and cross-functional view of the supply chain.
- Consider and implement Key Performance Indicators KPIs for success.

### Target Audience

This program is designed for:

- Procurement Managers and Professionals
- Supply Chain Managers
- Logistics Managers
- Operations Managers
- Business Analysts focused on supply chain optimization
- Executives and Senior Managers involved in strategic decision-making for supply chain and procurement functions
- Purchasing Specialists looking to improve procurement processes and supplier management
- Anyone interested in enhancing their skills in procurement, logistics, and supply chain management

Ideal for professionals looking to optimize their organization's supply chain and improve procurement performance through practical, strategic approaches

### Course Outline

## MODULE I - Procurement Best Practices

### Day 1: Seeing Procurement as a Dynamic, Interactive System

- System Approach vs. Traditional Functional Approach
- Goal of Procurement
- Developing the Strategic Procurement Plan
- Overview of the Procurement Process
- Procurement's Role in the Supply Chain

### Day 2: Developing Strategic Procurement Decisions

- Make/Buy Decision
- Vertical Integration
- Alliances and Partnerships
- Supplier Strategy and Coordination
- The Purchasing Organization

### Day 3: Implementing Tactical Procurement Decisions

- Supplier Involvement and Value Analysis
- Quality Assurance and Supplier Selection
- Supplier Rating and Ranking
- Contract Management
- IT Systems and e-Procurement
- Procurement Policies and Staffing

### Day 4: Dealing with Operational Procurement Decisions

- Ordering Process Selection
- Addressing Quality Issues
- Expediting Orders
- The Payment Process
- Reducing Costs with Small Value Purchase Orders

### Day 5: Contingency Procurement Decisions

- Contingency Situations and Management
- Procurement Performance Measurement
- Spend Analysis
- Total Cost of Ownership
- Supplier Performance Measurement

## MODULE II - Logistics & Supply Chain Management

### Day 6: Understanding Logistics and Supply Chain

- Definitions of Logistics and Supply Chain Management
- Interrelations of Buying, Making, Moving, and Selling
- History and Development of Supply Chain
- Supply Chain Dynamics and SCOR Models
- The Theory of Constraints TOC

#### Day 7: Key Aspects and Rules of Supply Chain Management

- Cost/Service Balance
- Customer Service Principles
- Inventory Management and Lead Times
- Adding Value and Production Options
- Understanding Trade-off Opportunities

#### Day 8: Adopting a Supply Chain Approach

- Sub-functional Conflicts
- Benefits of Supply Chain Integration
- Competitive Advantage from the Supply Chain
- Demand Amplification Forrester Effect
- Managing Uncertainty and Unresponsiveness
- Changing the Way We Manage Supply Chains

#### Day 9: Strategic Approaches to Supplier/Customer Relationships

- Effects on Lot Sizes and Order Quantities
- Reducing Costs and Sharing Developments
- Collaboration and Integration Strategies
- Business Strategies and Supply Chain Planning
- Approaches: Quick Response QR, Vendor Managed Inventory VMI, and CPFR
- The Lean Supply Chain

#### Day 10: Making Supply Chain Improvements

- Case Studies Manufacturing and Retail
- Lessons from the Oil and Gas Sector
- Changes Needed with Suppliers, Customers, and Internal Practices
- Addressing Higher Stock Levels and Competition Gains
- A 5-Step Approach to Logistics and Supplier Development
- The Supply Chain Rules for Gaining Competitive Advantage

## Registration form on the Training Course: Logistics & Supply Chain Management

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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
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
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place.

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registration  
form to: +20233379764

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

Complete & return the  
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to: Global Horizon  
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