



*Training Course:  
Purchasing Management Masterclass*

*21 - 25 December 2026  
Paris (France)*

# Training Course: Purchasing Management Masterclass

Training Course code: PC4069 From: 21 - 25 December 2026 Venue: Paris (France) - Training Course Fees: 5775 € Euro

## Introduction

Purchasing is a core function for modern organizations, requiring skilled managers to balance quality, cost, and efficiency while collaborating across departments. This masterclass provides practical tools and strategies to strengthen buying teams, improve supplier engagement, and enhance organizational performance.

Participants will learn to:

- Develop effective organizational strategies for their purchasing team
- Define roles and responsibilities of buyers
- Negotiate effectively with suppliers
- Apply cross-functional purchasing approaches
- Measure and improve purchasing performance

## Programme Objectives

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

- Understand the essential requirements for effective purchasing management
- Structure teams and define roles to maximize efficiency
- Implement strategies for improved buying performance
- Utilize tendering, negotiation, and alternative sourcing techniques
- Measure purchasing performance using key performance indicators KPIs
- Apply change management techniques to improve purchasing processes

## Target Audience

- Purchasing Managers and Supervisors
- Procurement Professionals and Analysts
- Supply Chain Professionals
- Category Managers and Team Leaders
- Anyone responsible for procurement strategy and supplier relationships

## Programme Outline

Day 1 - Effective Purchasing in Modern Organizations

- Role of Purchasing in the organization
- What other departments expect from Purchasing
- Essentials for effective purchasing
- Concepts and approaches in purchasing management
- Team roles and responsibilities
- Goal setting for the purchasing function

#### Day 2 - Tools for Effective Purchasing

- Spend mapping and supplier positioning
- Supplier intelligence gathering
- Supplier selection methods
- Role of distributors and agents in the supply chain

#### Day 3 - Financial and Non-Financial Purchasing Measures

- Pricing mechanisms and value analysis
- Cost analysis and Total Cost of Ownership TCO
- Capital equipment life cycle costing
- Early involvement of other functions in purchasing decisions

#### Day 4 - Use of Appropriate Sourcing Techniques

- Tendering, Requests for Information RFI, and Requests for Quotation RFQ
- Negotiation preparation, strategies, and tactics
- Negotiation across different cultures
- Direct sourcing and e-procurement

#### Day 5 - Implementing Purchasing Improvements

- Using KPIs and metrics to drive improvement
- Metric hierarchies for performance monitoring
- Planning communications and change management
- Action planning and implementing improvements

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

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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: .....  
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### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
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### Payment Method

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

Telephone:  
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