



*Training Course:
Best Practices for Procurement Professionals*

*21 - 25 September 2026
Trabzon (Turkey)*

Training Course: Best Practices for Procurement Professionals

Training Course code: PU235126 From: 21 - 25 September 2026 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

Introduction

Procurement is a key driver of organizational success, ensuring that businesses obtain the goods and services they need efficiently and cost-effectively. This training program offers an in-depth exploration of best practices in procurement, equipping professionals with the tools and strategies to optimize procurement processes, reduce costs, and improve overall performance. Procurement professionals play a pivotal role in shaping the value chain, and this training will help them enhance their capabilities in delivering cost-effective solutions while managing risks and fostering sustainability.

Objectives

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

- Understand the fundamental concepts and principles of procurement.
- Identify and implement best practices for procurement processes.
- Develop effective negotiation skills to achieve optimal outcomes.
- Apply risk management strategies to mitigate procurement-related risks.
- Contribute to sustainable procurement initiatives within their organizations.

Target Audience

This program is designed for:

- Procurement Professionals
- Purchasing Managers
- Supply Chain Professionals
- Individuals involved in procurement activities within their organizations

Training Program Outline

Day 1: Fundamentals of Procurement

- Introduction to procurement and its strategic importance
- Key procurement terminology and concepts
- Procurement process stages: Planning, sourcing, procurement, and performance evaluation
- Legal and ethical considerations in procurement

Day 2: Best Practices in Sourcing and Supplier Selection

- Strategic sourcing vs. tactical sourcing
- Supplier evaluation and selection criteria
- Developing effective supplier relationships
- Supplier performance measurement and management

Day 3: Negotiation Skills for Procurement Professionals

- Principles of effective negotiation
- Preparation and strategy development for procurement negotiations
- Techniques for win-win negotiation outcomes
- Handling difficult negotiations and disputes

Day 4: Risk Management in Procurement

- Identifying procurement-related risks
- Strategies for risk assessment and mitigation
- Supplier risk management and contingency planning
- Incorporating risk management into procurement processes

Day 5: Sustainable Procurement and Future Trends

- Understanding sustainable procurement and its benefits
- Integration of sustainability into procurement decisions
- Trends in procurement technology and automation
- Continuous improvement in procurement practices

Registration form on the Training Course: Best Practices for Procurement Professionals

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