



*Training Course:
Procurement Process Management*

*16 - 20 November 2026
Trabzon (Turkey)*

Training Course: Procurement Process Management

Training Course code: PU235262 From: 16 - 20 November 2026 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

Introduction:

Welcome to the Procurement Process Management training program, meticulously designed by Global Horizon Training Center. As a renowned institution committed to excellence in professional development, we bring you a comprehensive training initiative tailored to enhance your skills and proficiency in procurement processes.

Objectives:

- Understand Procurement Fundamentals
- Master Procurement Lifecycle
- Compliance and Ethical Practices
- Supplier Relationship Management
- Cost Management and Negotiation

Target Audience:

This program is designed for professionals involved in procurement, including:

- Procurement Managers
- Supply Chain Managers
- Purchasing Officers
- Project Managers
- Contract Managers
- Anyone involved in the procurement process

Outlines:

Day 1: Procurement Fundamentals

- Introduction to Procurement
- Importance of Procurement in Organizational Success

- Key Concepts and Terms in Procurement Management

Day 2: Procurement Lifecycle

- Need Identification and Planning
- Sourcing and Supplier Selection
- Contracting and Negotiation

Day 3: Compliance and Ethics

- Legal Framework in Procurement
- Ethical Considerations in Procurement
- Consequences of Non-compliance

Day 4: Supplier Relationship Management

- Supplier Evaluation and Selection
- Collaborative Supplier Relationships
- Managing Supplier Performance

Day 5: Cost Management and Negotiation

- Cost Estimation and Budgeting
- Negotiation Strategies and Techniques
- Case Studies and Practical Applications

Registration form on the Training Course: Procurement Process Management

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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):
 Position:
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 Personal E-Mail:
 Official E-Mail:

Company Information

Company Name:
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Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
 Position:
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 Personal E-Mail:
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Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
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