



*Training Course:  
The Complete Course on Purchasing  
Management*

*22 - 26 March 2027  
Milan (Italy)*

## Training Course: The Complete Course on Purchasing Management

Training Course code: PC4019 From: 22 - 26 March 2027 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

World-class organizations recognize that effective purchasing is a core organizational competency. This course addresses common performance gaps in procurement and develops the skills necessary for supply management to drive continuous improvement and achieve strategic objectives.

Participants will learn how to be **proactive rather than reactive**, focusing on high-value activities that demonstrate purchasing creativity, flexibility, and supply market insight. The course also emphasizes how to **measure and communicate purchasing contributions** to the organization, elevating the procurement function to a strategic level.

### Course Objectives

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

- Develop high-performance purchasing organizations
- Build and implement strategic purchasing plans
- Improve internal customer service and collaboration
- Eliminate low value-added procurement processes
- Develop spend profiles and apply analytics to guide sourcing strategies
- Monitor supplier performance and leverage it for better purchasing decisions
- Understand and apply the core competencies required for purchasing professionals

### Target Audience

This program is designed for:

- Purchasing Managers and Senior Buyers
- Procurement Officers and Supply Chain Professionals
- Project Managers and Operations Managers involved in supplier management
- Professionals responsible for procurement strategy, supplier performance, and cost control

### Course Outline

#### Day 1 - The First Steps to Becoming World-Class

- Four stages to world-class purchasing
- Current perceptions of purchasing within organizations
- Introduction to strategic sourcing
- Developing spend profiles and ABC analysis

- Designing future job descriptions for purchasing personnel
- Core skills required for procurement professionals

#### Day 2 - Evaluating Your Own Operation

- Best practices in purchasing operations
- Conducting a purchasing gap analysis
- Establishing vision and mission for the purchasing function
- Developing a strategic plan for the purchasing department
- Creating and applying key performance indicators KPIs
- Developing a company Purchase Price Index

#### Day 3 - Continuous Improvement and How to Achieve It

- Cost reduction initiatives and methods of cost containment
- Reducing waste in the supply chain
- Decomposing supplier costs for better insight
- Commodity and service strategic planning
- Managing supplier price increases and negotiations

#### Day 4 - Supplier Classification and Performance Management

- Supplier classification and qualification methods
- Metrics to measure supplier performance
- Applying supplier performance results to purchasing decisions
- Process mapping to eliminate low-value activities
- Introduction to eProcurement systems

#### Day 5 - Improving the Image of Procurement

- Global sourcing considerations
- International labor rates and benchmarking
- Enhancing customer focus in purchasing
- Addressing corruption and fraud prevention
- Elevating procurement professionalism
- Staying current with industry best practices

## Registration form on the Training Course: The Complete Course on Purchasing 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  
provisionally reserve your  
place.

Fax your completed  
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  
3 Oudai street, Aldouki,  
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