



*Training Course:
Purchasing Management Masterclass*

*8 - 12 March 2027
Vienna (Austria)*

Training Course: Purchasing Management Masterclass

Training Course code: PC4069 From: 8 - 12 March 2027 Venue: Vienna (Austria) - Training Course Fees: 6050 € 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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