



London TDM

# Procurement and Supply Chain Management Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 22 March 2026 To 26 March 2026

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

Strategic Procurement and Sourcing is crucial in today's competitive business environment. This 5-day professional course is designed to enhance your procurement skills, offering a comprehensive understanding of strategic sourcing, supplier management, and cost-saving techniques. Participants will engage in interactive sessions, case studies, and real-world applications to effectively implement procurement strategies in their organizations.

## Objectives

- Understand the fundamentals and importance of strategic procurement.
- Identify and implement effective sourcing strategies.
- Develop skills for supplier evaluation and relationship management.
- Understand risk management in the procurement process.
- Learn to achieve cost reduction and value maximization.

## Course Outlines

### Day 1: Introduction to Strategic Procurement

- Overview of procurement and its strategic importance
- Differences between traditional and strategic procurement
- Aligning procurement with business objectives
- Key components of a strategic procurement process
- Introduction to procurement technology and tools

### Day 2: Sourcing Strategies and Techniques

- Understanding sourcing and its strategic role
- Types of sourcing strategies (global, local, single, multiple)
- Strategic make-or-buy decisions
- Developing a sourcing plan
- Case studies on successful sourcing strategies

### Day 3: Supplier Evaluation and Relationship Management

- Criteria for supplier selection and evaluation
- Building and maintaining supplier relationships
- Assessing supplier performance and capabilities
- Negotiation skills and contract management
- Supplier innovation and strategic partnerships

### Day 4: Risk Management in Procurement

- Identifying potential risks in procurement processes
- Strategies for risk mitigation and management
- Contingency planning and crisis management
- Legal and ethical considerations in procurement
- Risk assessment tools and techniques

## **Day 5: Cost Reduction and Value Maximization**

- Cost analysis and value assessment tools
- Strategies for achieving cost savings
- Innovative approaches to value creation
- Monitoring and measuring procurement performance
- Continuous improvement in procurement practices