



London TDM

# Procurement and Supply Chain Management Training Courses

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

**Course Date:** From 16 November 2025 To 20 November 2025

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

In today's dynamic business environment, effective procurement planning and execution are critical for achieving organizational goals and maintaining competitive advantage. This 5-day professional course aims to equip participants with the skills and knowledge necessary to optimize procurement processes, align them with strategic objectives, and execute procurement strategies effectively.

## Objectives

- Understand the fundamentals of procurement planning and its importance in overall business strategy.
- Learn how to identify procurement needs and develop effective procurement strategies.
- Gain insights into supplier management, contract negotiation, and risk assessment.
- Explore modern procurement tools and technologies that enhance efficiency and transparency.
- Develop the ability to execute and monitor procurement activities for continuous improvement.

## Course Outlines

### Day 1: Introduction to Procurement Planning

- Overview of procurement and supply chain management
- The role of procurement in organizational strategy
- Components of a procurement plan
- Identifying procurement needs and objectives
- Key stakeholders in the procurement process

### Day 2: Developing Procurement Strategies

- Assessment of market conditions and trends
- Supplier sourcing and selection techniques
- Cost analysis and budget considerations
- Compliance and ethical considerations in procurement
- Developing a strategic sourcing plan

### Day 3: Supplier Management and Contract Negotiation

- Building and maintaining supplier relationships
- Evaluating supplier performance and compliance
- Negotiation techniques and strategies
- Essentials of contract management and terms
- Managing procurement risks and challenges

### Day 4: Leveraging Procurement Technology

- Introduction to e-procurement systems
- Benefits and challenges of digital procurement
- Data analytics for procurement decisions
- Automating procurement processes for efficiency
- Case studies on successful technology integration

## **Day 5: Procurement Execution and Continuous Improvement**

- Implementing procurement plans and monitoring progress
- Measuring procurement performance and KPIs
- Feedback loops and continuous improvement strategies
- Addressing and resolving procurement issues
- Developing a culture of procurement excellence