London TDM

Procurement and Supply Chain Management Training Courses

Course Venue: United Arab Emirates - Dubai

Course Date: From 02 November 2025 To 06 November 2025

Course Place: Downtown Dubai

Course Fees: 5,000 USD

Introduction

The "Cost Reduction Techniques in Procurement" course is designed to equip procurement professionals with the necessary skills and strategies to effectively reduce costs without compromising quality and efficiency. Throughout this five-day course, participants will delve into various techniques and practices aimed at enhancing procurement processes, improving supplier relationships, and achieving optimal cost management.

Objectives

- Understand the fundamentals of cost reduction in procurement.
- Develop strategies to improve cost efficiency in the procurement process.
- Identify and implement innovative procurement techniques to reduce costs.
- Enhance negotiation skills to achieve better pricing and terms.
- Foster effective supplier relationships to drive long-term cost savings.

Course Outlines

Day 1: Introduction to Cost Reduction in Procurement

- Overview of Procurement and Cost Reduction
- Importance of Strategic Cost Management
- Key Metrics and KPIs for Cost Reduction
- Cost Reduction vs. Cost Avoidance
- Case Studies on Successful Cost Reduction Initiatives

Day 2: Strategic Sourcing and Supplier Management

- Principles of Strategic Sourcing
- Supplier Segmentation and Risk Assessment
- Building a Collaborative Supplier Relationship
- Tools and Techniques for Supplier Evaluation
- Negotiation Basics: Tactics for Better Pricing

Day 3: Process Optimization and Efficiency

- Lean Procurement Principles
- Automating Procurement Processes
- Identifying and Eliminating Waste in Procurement
- Improving Order and Inventory Management
- Utilizing Technology for Cost Reduction

Day 4: Advanced Negotiation Techniques

- Preparation for Complex Negotiations
- Advanced Negotiation Strategies and Tactics
- Building Win-Win Scenarios
- Handling Conflict and Deadlocks
- Role-playing and Practical Negotiation Exercises

Day 5: Sustainable Procurement and Continuous Improvement

- Understanding Sustainable Procurement Practices
- Balancing Cost Reduction with Corporate Responsibility
- Continuous Improvement in Procurement
- Benchmarking and Performance Measurement
- Action Planning and Implementation for Long-term Savings