



London TDM

Procurement and Supply Chain Management Training Courses

Course Venue: United Arab Emirates - Dubai

Course Date: From 19 October 2025 To 23 October 2025

Course Place: Downtown Dubai

Course Fees: 5,000 USD

Introduction

In the rapidly evolving business landscape, procurement plays a crucial role in maintaining competitive advantage and operational efficiency. Developing effective Key Performance Indicators (KPIs) is essential for measuring procurement performance and driving strategic improvements. This 5-day professional course is designed to equip participants with the knowledge and skills needed to create, implement, and manage meaningful KPIs tailored to their organization's procurement strategy.

Objectives

- Understand the importance of KPIs in procurement performance management.
- Identify key areas for procurement performance measurement.
- Learn the process of designing effective KPIs.
- Acquire skills to implement KPI-driven improvements in procurement.
- Evaluate and adapt KPIs to changing business needs.

Course Outlines

Day 1: Introduction to Procurement KPIs

- Understanding the role of procurement in organizational success.
- The significance of KPIs in procurement performance measurement.
- Overview of common procurement KPIs.
- Types of KPIs: strategic, tactical, and operational.
- Case studies: Successful KPI implementation in procurement.

Day 2: Identifying Key Areas for Procurement KPIs

- Mapping the procurement process and identifying key performance areas.
- Supplier relationship management and its critical KPIs.
- Cost management and efficiency indicators.
- Quality and compliance-related KPIs.
- Risk management in procurement performance.

Day 3: Designing Effective KPIs

- Characteristics of effective KPIs: SMART criteria.
- Balancing quantitative and qualitative KPIs.
- Aligning KPIs with organizational goals and strategy.
- Avoiding common pitfalls in KPI design.
- Interactive workshop: Designing KPIs for a given case study.

Day 4: Implementing and Managing KPIs

- Steps for successful KPI implementation in procurement.
- Tools and technologies for KPI monitoring and reporting.
- Creating a performance culture through KPI management.
- Adjusting KPIs for continuous improvement.
- Workshop: Developing an implementation plan for designed KPIs.

Day 5: Evaluating and Evolving KPIs

- Measuring the effectiveness of your KPIs.
- Evaluating KPI impact on procurement performance.
- Approaches for periodic KPI review and evolution.
- Incorporating feedback and business changes into KPIs.
- Final assessment: Presenting a comprehensive KPI strategy.