

#### Introduction:

Purchasing management plays a crucial role in the success of modern organizations. Effective purchasing teams must skillfully balance the need for high-quality materials and services with the goal of obtaining the lowest possible prices and minimizing administrative expenses. Additionally, they must collaborate efficiently with other departments and functions within the organization.

This purchasing management course equips purchasing teams with the skills to achieve this balance and work cohesively across departments to meet organizational goals.

#### Strategic Purchasing Management:

In today's business environment, strategic purchasing management has become a key driver of organizational success. This certified purchasing manager course provides an in-depth exploration of the purchasing management process, covering both theoretical foundations and practical applications.

Participants will learn about essential purchasing tools and masterclass sourcing techniques. The course emphasizes modern procurement practices and concepts designed to elevate international purchasing management to a level of excellence.

#### Target Audience:

- Procurement and contract professionals
- Purchasing personnel and contract administrators
- Project staff involved in procurement
- Buyers and senior buyers
- Individuals involved in tender planning and management
- Leaders responsible for acquiring materials, equipment, and services

#### Course Objectives:

Upon completing this purchasing manager training program, participants will be able to:

- Understand the core requirements of purchasing management
- Recognize team structures and define roles clearly
- Identify the advantages of enhanced purchasing practices
- Facilitate improvements within the purchasing team and across other departments
- Explore effective strategies and tactics for better procurement
- Utilize tendering, negotiation, and other sourcing methods effectively

- Measure purchasing performance and implement improvements
- Apply key performance indicators relevant to purchasing
- Develop organizational strategies tailored to their teams
- Master the roles and responsibilities associated with purchasing
- Negotiate effectively with suppliers

**Targeted Competencies:**

At the conclusion of the course, participants will have developed skills in:

- Managing strategic purchasing operations
- Conducting item value analysis
- Overseeing departmental management
- Negotiating with suppliers
- Upholding purchasing ethics
- Evaluating supplier performance

**Course Content:**

**Unit 1: Effective Purchasing in Modern Organizations**

- Understanding the role of purchasing
- Identifying what other functions expect from purchasing
- Essentials of effective purchasing
- Key concepts and approaches in purchasing management
- Defining team roles and responsibilities
- Setting clear objectives

**Unit 2: Tools for Effective Purchasing**

- Mapping expenditure
- Analyzing supply positioning
- Gathering supplier intelligence
- Selecting suppliers
- Understanding the roles of distributors and agents

**Unit 3: Financial and Non-Financial Purchasing Measures**

- Pricing mechanisms
- Value and cost analysis

- Total cost of ownership concepts
- Life cycle costing for capital equipment
- Involving other functions early in the process

#### Unit 4: Use of Appropriate Sourcing Techniques

- Applying tendering, negotiation, direct sourcing, and electronic commerce
- Managing tender processes including requests for information and quotes
- Preparing for negotiations, including strategy and tactics
- Negotiating across different cultures
- Using e-procurement systems

#### Unit 5: Implementing Purchasing Improvements

- Using performance measures to monitor and drive improvements
- Understanding metric hierarchies
- Managing change effectively
- Planning communication strategies
- Developing actionable plans