



# Training Course



## The 5-Day Purchasing MBA

### Description

This intensive program offers a deep dive into all aspects of modern purchasing and procurement. Participants will gain a strategic understanding of procurement, supplier management, contract negotiation, and cost optimization, equipping them with the tools needed to excel in purchasing roles.

### Objectives

By the end of this program, participants will be able to:

- Develop and implement strategic procurement plans.
- Master negotiation techniques for contracts and supplier agreements.
- Analyze and optimize purchasing processes for maximum efficiency.
- Manage supplier relationships and mitigate procurement risks.
- Apply leadership skills to drive procurement success.

### Who Should Attend?

- Procurement professionals aspiring to leadership roles
- Supply chain managers and strategic buyers
- Business leaders involved in purchasing decisions
- Anyone seeking a comprehensive understanding of procurement management

### Course Outline

#### Day 1: The Role of Purchasing in Business Strategy

- Aligning procurement with organizational goals
- The impact of purchasing on profitability and growth

#### **Day 2: Advanced Negotiation and Contract Management**

- Negotiating contracts that deliver value and minimize risk
- Managing contracts for compliance and performance

#### **Day 3: Supplier Relationship and Performance Management**

- Building strategic partnerships with suppliers
- Evaluating and improving supplier performance

#### **Day 4: Cost Control and Value Creation in Procurement**

- Techniques for cost reduction and process optimization
- Driving innovation and value through strategic sourcing

#### **Day 5: Leadership in Purchasing and Procurement**

- Leading procurement teams and managing change
- Future trends in procurement and supply chain management