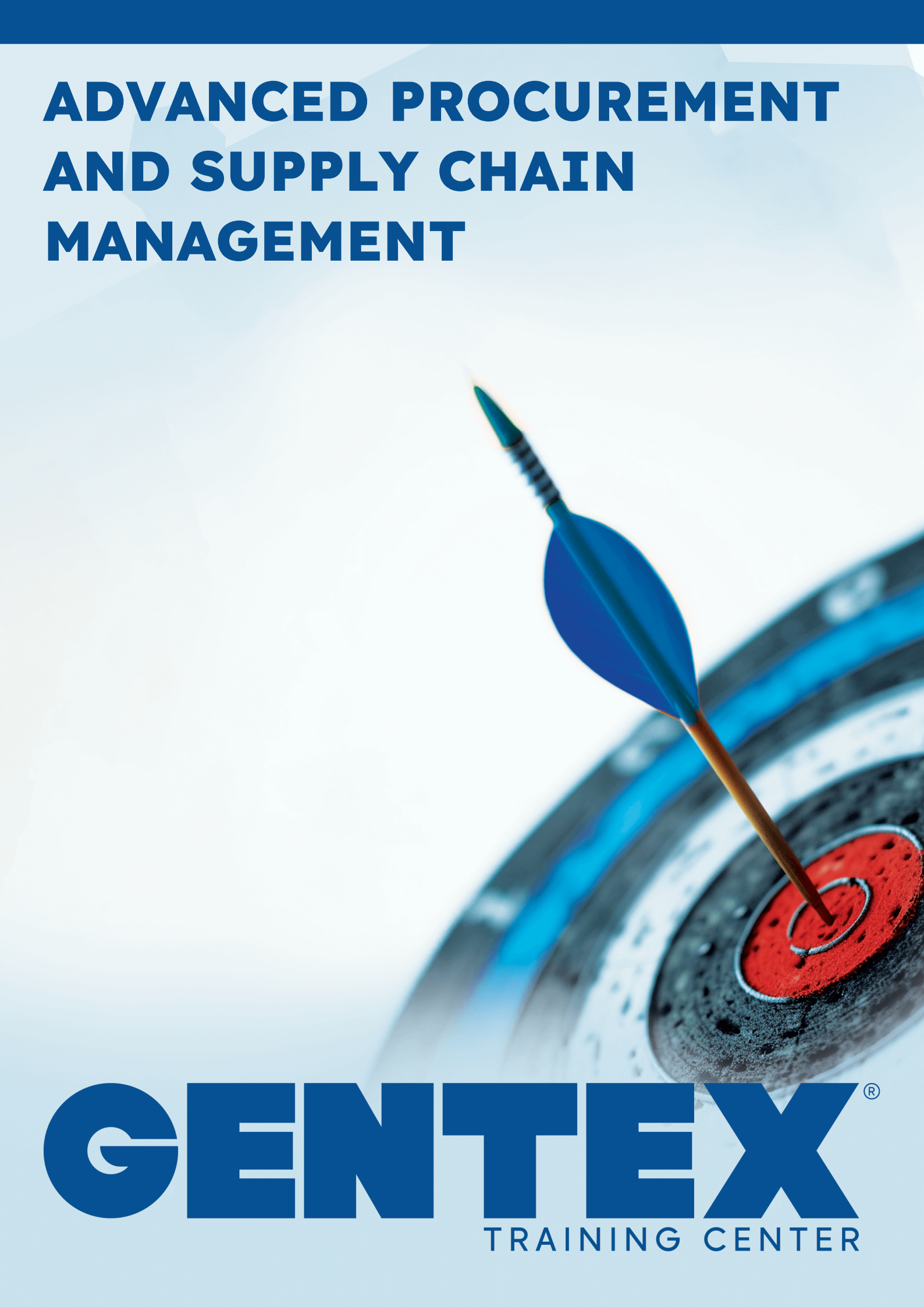
ADVANCED PROCUREMENT AND SUPPLY CHAIN MANAGEMENT



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TRAINING CENTER

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Step 1 Classification

Category: Procurement, Contracts & Supply Chain Courses Subcategory: International Procurement Training Courses Next-best alternative: Operations & Supply Chain Management Training Courses

Advanced Procurement and Supply Chain Management Training Course

Introduction

Procurement and supply chain management decide how much a business pays for what it needs and how reliably it arrives. When sourcing, planning, logistics, and inventory operate as separate silos, savings from a good negotiation disappear in expedited freight, excess stock, and service failures. This Advanced Procurement and Supply Chain Management Training Course gives procurement managers, supply chain analysts, and operations professionals an integrated method for both disciplines. Participants learn sourcing strategy, supplier and contract management, integrated planning, logistics coordination, inventory control, and end-to-end performance measurement. Furthermore, the course links every buying decision to total cost, cash, and service outcomes.

Advanced Procurement and Supply Chain Management Course Objectives

- Apply supply chain strategy and align it with procurement objectives.
- Run spend analysis and category segmentation using the Kraljic portfolio matrix.
- Design sourcing strategies and manage tenders with weighted evaluation.
- Negotiate complex agreements using BATNA analysis and value-based approaches.

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- Structure contracts with service levels, remedies, and performance measures.
- Build integrated planning across demand, supply, and distribution.
- Coordinate logistics: mode selection, freight control, and customs handling.
- Control inventory with ABC and XYZ classification and reorder rule setting.
- Manage supply chain risk: single source, disruption, and currency exposure.
- Measure performance with total cost, delivery reliability, and stock accuracy indicators.

Course Methodology

- Facilitated sessions built on real spend data, contracts, and planning records.
- Case workshops on sourcing failures, supply disruption, and cost overruns.
- Spreadsheet drills on bid evaluation, total cost of ownership, and reorder points.
- Integrated planning and inventory policy exercises for live categories.
- Group exercise on a procurement and supply chain improvement plan with targets.

Who Should Take This Course

- Procurement and category managers.
- Supply chain and materials managers.
- Demand, supply, and replenishment planners.
- Logistics and distribution coordinators.
- Contract and commercial managers.
- Finance and audit staff reviewing spend, inventory, and working capital.

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Advanced Procurement and Supply Chain Management Course Outlines

Day 1: Strategy, Spend Analysis, and Category Management

- Supply chain and procurement strategy alignment with business goals.
- Spend analysis, the spend cube, and category segmentation.
- The Kraljic portfolio matrix and strategy per quadrant.
- Make-or-buy, outsourcing, and supplier market assessment.
- Supplier prequalification and due diligence practice.
- Procurement governance, policy, and delegation of authority.
- Savings baselining and performance indicator design.

Day 2: Sourcing, Tendering, and Negotiation

- The seven-step strategic sourcing process.
- Tender documents: RFP, RFQ, and two-envelope approaches.
- Weighted evaluation models and total cost of ownership scoring.
- Negotiation preparation: objectives, limits, and walk-away points.
- BATNA analysis and power balance assessment.
- Concession planning and value-based trading.
- Documenting award decisions and supplier debriefing.

Day 3: Contracts, Suppliers, and Integrated Planning

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- Contract structures: lump sum, unit rate, and framework agreements.
- Key clauses: delivery, quality, liability, remedies, and termination.
- Service level agreements and supplier scorecards.
- Demand and supply planning across the network.
- Sales and operations planning cycle and its governance.
- Long-lead items and capacity constraint management.
- Plan stability, revisions, and change control.

Day 4: Logistics, Inventory, and Distribution

- Inbound, internal, and outbound flow planning.
- Mode selection, consolidation, and carrier performance.
- Incoterms 2020 and customs documentation requirements.
- ABC and XYZ classification for control levels.
- Economic order quantity, safety stock, and reorder point setting.
- Distribution requirements planning across locations.
- Cycle counting, stock accuracy, and obsolescence control.

Day 5: Risk, Performance, and Continuous Improvement

- Supply chain risk register and mitigation planning.
- Single source, geopolitical, and currency exposure.
- Anti-bribery, conflict of interest, and sustainability requirements.
- KPIs: total cost, delivery reliability, fill rate, and stock accuracy.
- Technology: ERP, WMS, TMS, and planning systems.
- Reporting to management and executive review.

- Building an integrated procurement and supply chain roadmap.

Conclusion

By successfully completing the Advanced Procurement and Supply Chain Management Training Course, participants will have acquired a thorough working knowledge of procurement strategy and category management, strategic sourcing and negotiation, contract and supplier management, integrated planning, logistics and inventory control, risk management, and performance measurement. They will leave able to secure better commercial terms, keep supply flowing reliably, and report cost and service performance with figures the business accepts. Gentex Training Center delivers this programme with procurement and supply chain practitioners who manage these operations in live organisations.

FAQs for the Advanced Procurement and Supply Chain Management course

Q1 What is the "Advanced Procurement and Supply Chain Management" course about?

It is a five-day programme on managing procurement and the supply chain as one connected system. It covers spend and category analysis, strategic sourcing and tendering, negotiation, contract management, integrated planning, logistics and inventory control, risk, and performance measurement.

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Q2 What are the key benefits of the "Advanced Procurement and Supply Chain Management" course?

Participants secure better commercial terms, cut expedited freight and excess stock, and reduce supply disruption by planning across functions instead of within them. They also gain one consistent set of cost, delivery, and inventory measures covering the whole chain.

Q3 What skills will I gain from the "Advanced Procurement and Supply Chain Management" course?

You will gain procurement strategy and category management, strategic sourcing and structured negotiation, contract and supplier performance management, and integrated planning, logistics, and inventory control with performance measurement.

Q4 What tools, methods, or standards are covered in the "Advanced Procurement and Supply Chain Management" course?

The course works with spend cube analysis and the Kraljic portfolio matrix, prequalification and due diligence checklists, the seven-step strategic sourcing process, RFP and RFQ frameworks with two-envelope evaluation, weighted scoring and total cost of ownership models, BATNA analysis and concession planning, lump sum, unit rate and framework contract structures, service level agreements and supplier scorecards, sales and operations planning cycles, long-lead item planning, Incoterms 2020 and customs documentation, ABC and XYZ classification matrices, economic order quantity and safety stock models, reorder point systems, distribution requirements planning, cycle counting with tolerance thresholds, and KPIs including total cost, delivery reliability, fill rate and stock accuracy.

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Q5 How is the "Advanced Procurement and Supply Chain Management" course applied in real-world practice?

Teams apply it when building a category strategy, running a competitive tender, negotiating a multi-year supply agreement, planning materials across a distribution network, setting reorder levels, and preparing monthly procurement and supply chain performance reports.