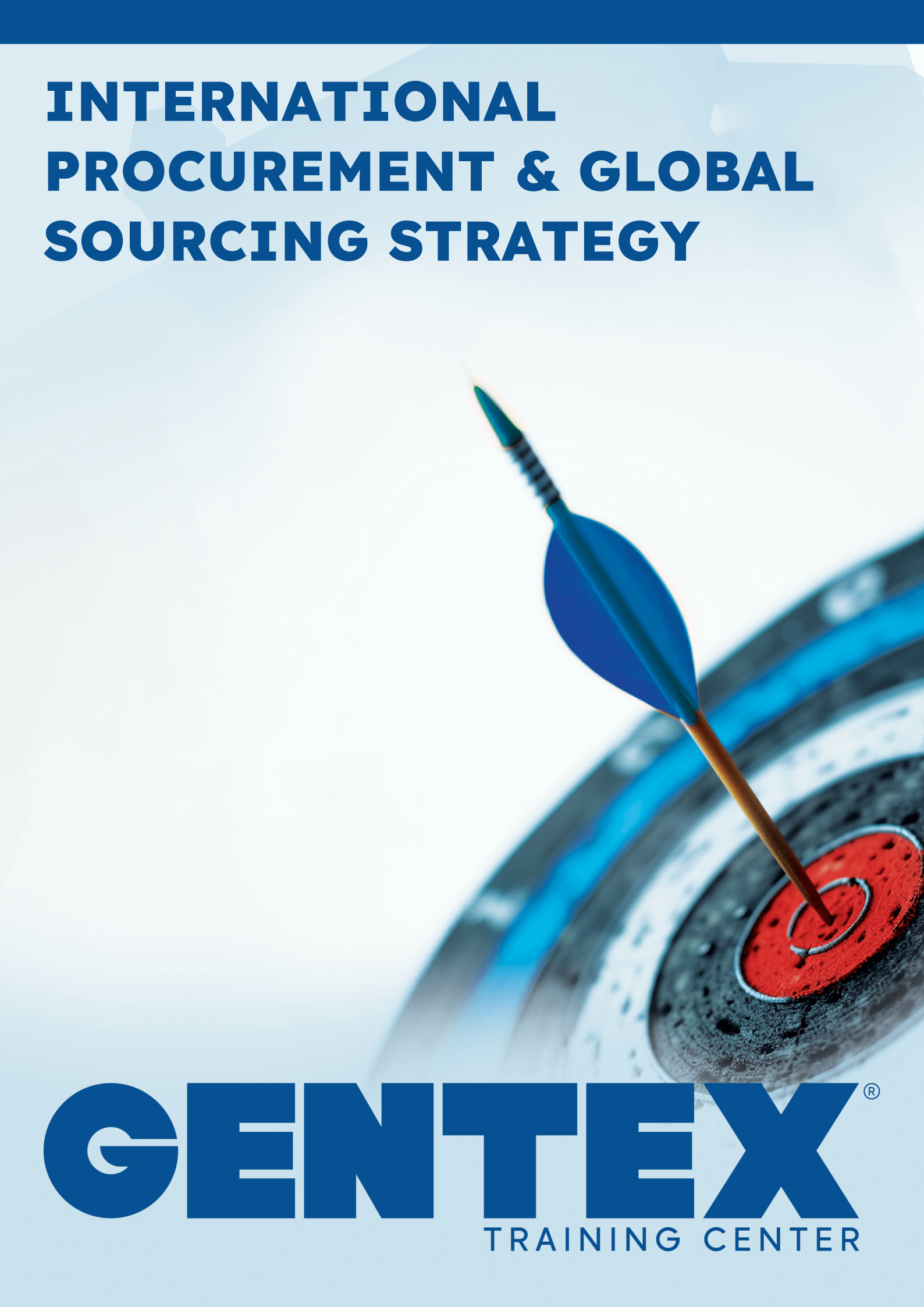
INTERNATIONAL PROCUREMENT & GLOBAL SOURCING STRATEGY



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Introduction

Global sourcing widens the supplier base and the market reach, and it adds risks that domestic buying never carries. Choosing between two low-cost countries depends on more than price: freight, duty, transit time, currency movement, supplier capability, and the ability to scale. This International Procurement & Global Sourcing Strategy Training Course gives procurement managers, sourcing leaders, and supply chain professionals a complete method for building and running a global sourcing strategy. Participants learn how to analyse spend, assess country markets, select sourcing locations on total cost and risk, build a balanced supplier network, and manage continuity and sustainability across markets.

International Procurement & Global Sourcing Strategy Course Objectives

- Build a global sourcing strategy aligned with business objectives and category priorities.
- Analyse spend and segment categories with the Kraljic portfolio matrix.
- Assess country and regional markets on cost, capability, risk, and logistics.
- Compare sourcing locations on total cost of ownership rather than unit price.
- Qualify international suppliers through prequalification and due diligence.
- Design a balanced supplier network with volume shifting and alternate sources.
- Manage global supply risk: geopolitical, financial, logistical, and currency exposure.
- Apply sustainability, local content, and ethical sourcing criteria to sourcing decisions.
- Build strategic supplier relationships with development and local capability programmes.
- Measure global sourcing performance with cost, service, risk, and sustainability indicators.

Course Methodology

- Facilitated sessions built on real spend data, supplier maps, and market research.

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- Case workshops on sourcing relocation decisions and supply chain disruption.
- Spreadsheet drills on total cost comparison, currency impact, and risk scoring.
- Country assessment and sourcing decision matrix exercises.
- Group exercise on a global sourcing strategy for a selected spend category.

Who Should Take This Course

- Procurement and strategic sourcing managers.
- Category managers and supply chain analysts.
- Supplier development and international sourcing officers.
- Operations and manufacturing managers defining sourcing requirements.
- Risk officers covering supplier and supply chain exposure.
- Finance and audit staff reviewing global sourcing assumptions.

International Procurement & Global Sourcing Strategy Course Outlines

Day 1: Global Sourcing Fundamentals and Strategy

- Global versus domestic and regional sourcing.
- Drivers for international sourcing: cost, capability, technology, and market access.
- The global sourcing cycle from requirement to supplier management.
- Spend analysis and category segmentation with the Kraljic matrix.
- Category planning and commercial objectives per category.
- Procurement governance and delegation of authority in global buying.
- Global sourcing performance indicators and baselining.

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Day 2: Country and Regional Market Assessment

- Assessing a country on cost, industrial capability, and technical maturity.
- Political stability, legal environment, and labour regulation.
- Logistics: ports, transit times, shipping lanes, and infrastructure.
- Tariffs, duty, rules of origin, and trade agreements.
- Supply and demand dynamics for key materials and price volatility.
- Matching sources to requirements: technical fit and volume capability.
- The sourcing decision matrix and country qualification criteria.

Day 3: International Supplier Selection and Risk

- Finding international suppliers and screening candidate lists.
- Prequalification: technical capability, financial health, and track record.
- Due diligence, sanctions screening, and beneficial ownership checks.
- Site visits, factory audits, and pre-shipment acceptance testing.
- Quality agreements, performance levels, and inspection regimes.
- Supply risk: geopolitical, currency, legal, and concentration risk.
- Mitigation: alternate suppliers, buffer stock, and volume shifting.

Day 4: Total Cost, Sustainability, and Local Content

- Building a total cost of ownership model for international sourcing.
- Hidden costs: freight, duty, pipeline inventory, and supplier management.
- Cost of quality and cost of poor quality from distant sources.
- Currency volatility, exchange rates, and their effect on sourcing.
- Sustainability, ESG expectations, and responsible sourcing criteria.

- Local content requirements and their effect on sourcing decisions.
- Comparing sourcing scenarios with full figures.

Day 5: Supplier Relationships and Continuous Improvement

- Supplier relationship tiers and governance for strategic vendors.
- Supplier development, capability building, and joint innovation.
- Risk and reward sharing and partnership agreements.
- Continuity management and contingency planning across markets.
- Annual sourcing strategy review linked to budgeting.
- Reporting performance to senior management.
- Building a multi-year global sourcing roadmap.

Conclusion

By successfully completing the International Procurement & Global Sourcing Strategy Training Course, participants will have acquired a thorough working knowledge of global sourcing strategy, category segmentation, country market assessment, international supplier qualification, supply risk management, total cost of ownership, sustainability criteria, and sourcing performance measurement. They will leave able to build a balanced supplier network, choose sourcing locations with cost and risk in view, and lead continuous improvement across markets. Gentex Training Center delivers this programme with procurement practitioners who manage global sourcing in live organisations.

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FAQs for the International Procurement & Global Sourcing Strategy course

Q1 What is the "International Procurement & Global Sourcing Strategy" course about?

It is a five-day programme on building and executing a global sourcing strategy. It covers spend and category analysis, country market assessment, international supplier qualification, supply risk management, total cost of ownership, sustainability, and sourcing performance measurement.

Q2 What are the key benefits of the "International Procurement & Global Sourcing Strategy" course?

Participants build a balanced supplier network that reduces dependence on a single source, choose sourcing locations by total cost and risk rather than price alone, and cut exposure to currency and supply disruption. They also gain a category strategy that can be executed and clear performance measures.

Q3 What skills will I gain from the "International Procurement & Global Sourcing Strategy" course?

You will gain global sourcing strategy and category management, country and regional market assessment, international supplier qualification and supply risk management, and total cost of ownership analysis with sustainability and sourcing performance measurement.

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Q4 What tools, methods, or standards are covered in the "International Procurement & Global Sourcing Strategy" course?

The course works with the global sourcing cycle, the Kraljic portfolio matrix, spend analysis and baselining, the sourcing decision matrix and country qualification criteria, prequalification and due diligence checklists, sanctions and beneficial ownership screening, factory audits and pre-shipment acceptance testing, total cost of ownership models covering freight, duty, pipeline inventory and cost of quality, currency and exchange rate analysis, ESG and responsible sourcing criteria, local content requirements, and supplier development and risk sharing agreements.

Q5 How is the "International Procurement & Global Sourcing Strategy" course applied in real-world practice?

Teams apply it when writing a category strategy for international supply, comparing two countries as sourcing locations, qualifying a new overseas supplier, assessing the cost impact of a currency move, planning an alternate source before a potential disruption, and reviewing supplier network performance each year. It also guides volume shifting decisions and management reporting.