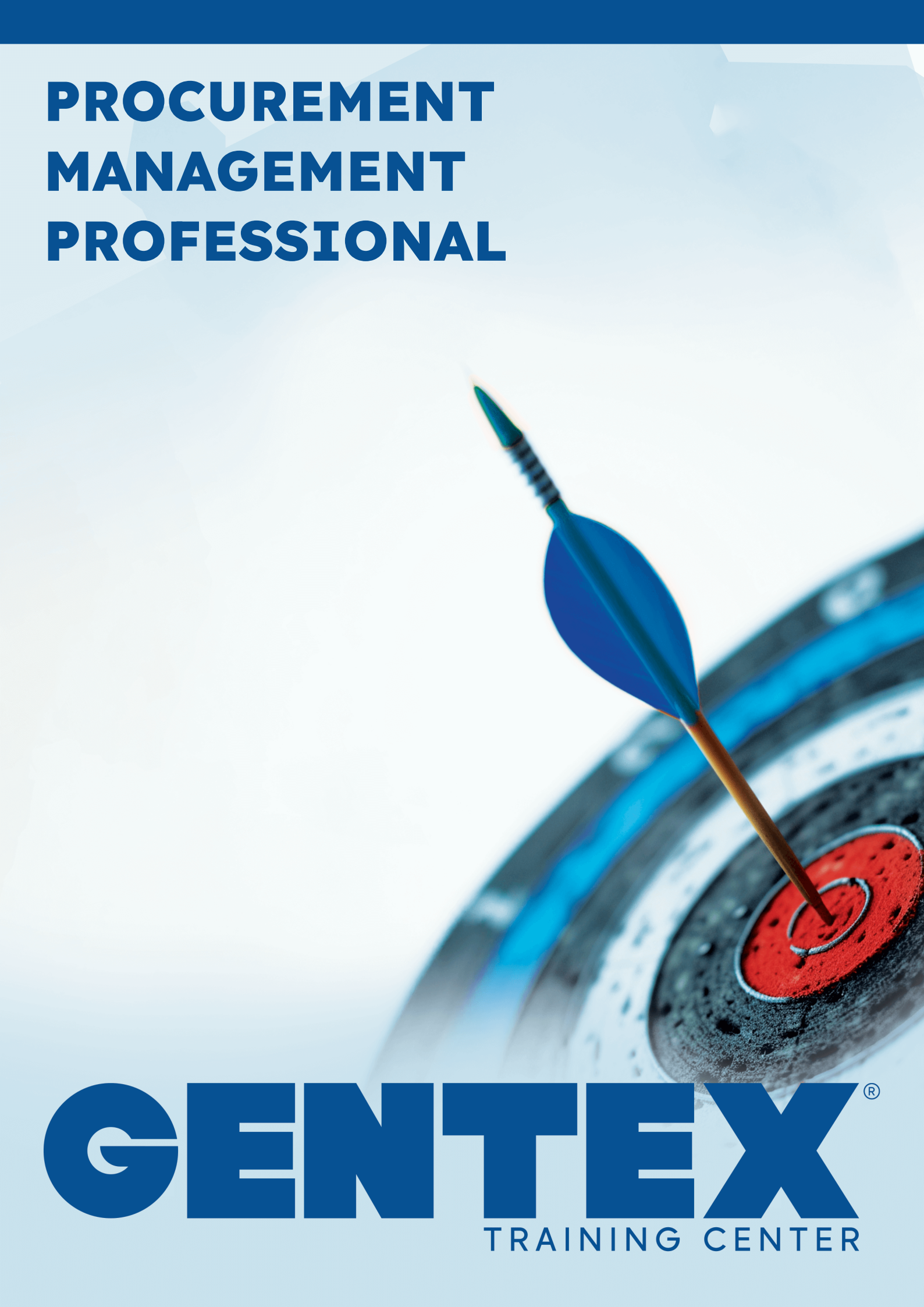
PROCUREMENT MANAGEMENT PROFESSIONAL



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Procurement Management Professional examines the full professional skill set a procurement manager needs to deliver commercial value and control risk. This Training Course covers category strategy, sourcing, negotiation, contracting, supplier relationship management, and procurement governance. Participants study the Kraljic matrix, total cost of ownership, tender evaluation, and performance measurement frameworks. Furthermore, the programme connects professional practice to organizational results through case review and applied exercises. As a result, delegates leave able to run procurement professionally and advise their organizations on supply decisions.

Procurement Management Professional Course Objectives

- Define the procurement professional's role and required competencies.
- Build category strategies aligned with organizational objectives.
- Run end-to-end sourcing from planning to contract award.
- Apply total cost of ownership in supplier selection decisions.
- Lead structured negotiations using BATNA and value analysis.
- Draft and administer contracts that control commercial risk.
- Manage supplier relationships and performance through KPIs.
- Apply risk management to supply, quality, and continuity exposure.
- Build procurement governance, ethics, and compliance controls.
- Report procurement performance and savings to leadership.

Course Methodology

- Interactive workshops using real procurement and contract files.

GENTEX® TRAINING CENTER

- Structured category strategy and sourcing plan development.
- Negotiation labs with coached feedback and peer review.
- Contract clause analysis on obligations, remedies, and risk.
- Performance measurement and reporting practice sessions.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Procurement managers and senior buyers.
- Category and sourcing specialists.
- Contract managers and administrators.
- Supply chain and operations professionals.
- Finance business partners supporting procurement.
- Internal audit and compliance professionals.
- Professionals preparing for procurement leadership roles.

Procurement Management Professional Course Outlines

Day 1: The Professional Procurement Role

- Procurement mandate, accountability, and reporting lines.
- Procurement competencies and professional standards.
- Strategic versus transactional procurement activity.
- Organizational structures and operating models.
- Stakeholder management and internal customer alignment.
- Ethics, integrity, and conflict-of-interest controls.

- Building the procurement capability roadmap.

Day 2: Category Strategy and Sourcing Management

- Spend analysis and spend cube construction.
- Kraljic matrix and category positioning decisions.
- Supply market analysis and supplier landscape mapping.
- Sourcing strategy options and supplier tiering.
- Specification challenge and demand management.
- Make-or-buy and outsourcing assessment.
- Category plan development and review cycles.

Day 3: Tendering, Evaluation, and Negotiation

- RFQ, RFP, and open tender design and execution.
- Prequalification and bidder capability assessment.
- Weighted technical and commercial evaluation.
- Total cost of ownership modelling in award decisions.
- Negotiation planning: BATNA, ZOPA, and value creation.
- Concession management and negotiation ethics.
- Award recommendation, notification, and debriefing.

Day 4: Contracting and Supplier Management

- Contract structure, obligations, and performance terms.
- Service level agreements and KPI frameworks.
- Risk allocation, indemnities, and liability caps.
- Supplier segmentation and relationship tiering.

- Performance reviews, scorecards, and corrective action.
- Variation, change control, and price adjustment.
- Dispute avoidance and contract governance routines.

Day 5: Governance, Risk, and Performance Reporting

- Procurement policy, delegation, and approval frameworks.
- Supply risk assessment and continuity planning.
- Segregation of duties and fraud prevention controls.
- Savings definition, validation, and reporting.
- Procurement KPIs and executive dashboards.
- Audit readiness and lessons-learned reviews.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Procurement Management Professional, participants will have acquired a practical command of category strategy, sourcing, negotiation, contracting, and supplier management. They will know how to select suppliers on total cost, draft contracts that control risk, and report savings that leadership accepts. In addition, the course prepares delegates to build governance, controls, and capability for the procurement function. As a result, they return to work ready to operate as trusted procurement professionals. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

LEARN BOLD. **LEAD BEYOND**
GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

FAQs for the Procurement Management Professional course

Q1 What is the "Procurement Management Professional" course about?

It is a five-day programme that develops the full professional capability of a procurement manager. It covers category strategy, sourcing and tendering, bid evaluation, negotiation, contracting, supplier relationship and performance management, governance, risk control, and performance reporting.

Q2 What are the key benefits of the "Procurement Management Professional" course?

Participants gain the ability to build category strategies aligned with business objectives, negotiate value beyond price, and draft contracts that control commercial risk. They also learn to manage supplier performance through KPIs, control supply risk, and report savings with figures leadership trusts.

Q3 What skills will I gain from the "Procurement Management Professional" course?

Procurement category strategy with spend analysis, sourcing and tender management with TCO-based supplier selection, negotiation and contract administration with risk control, and supplier performance management with governance and performance reporting.

GENTEX® TRAINING CENTER

Q4 What tools, methods, or standards are covered in the "Procurement Management Professional" course?

The course covers procurement competency and maturity frameworks, spend cube and ABC analysis, the Kraljic matrix and category positioning, supply market analysis methods, RFQ, RFP, and open tender procedures, prequalification criteria, weighted technical and commercial evaluation matrices, total cost of ownership modelling, BATNA and ZOPA negotiation analysis, contract conditions with indemnities and liability caps, service level agreements and KPI scorecards, supplier segmentation and tiering models, segregation-of-duties controls, savings validation methods, and procurement KPI dashboards.

Q5 How is the "Procurement Management Professional" course applied in real-world practice?

Delegates apply it through category strategies, sourcing plans, tender documents, evaluation reports, negotiation plans, contract documents, supplier scorecards, risk registers, approval papers, savings reports, and executive dashboards. They also use it to coach buying teams and to prepare the function for audit and regulatory review.