

# PROCUREMENT STRATEGY DEVELOPMENT AND IMPLEMENTATION

Nairobi - Kenya

12 - Oct 2026 - 16 - Oct 2026

\$5,500



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## Introduction

In today's dynamic business landscape, efficient procurement practices are critical for maximizing profitability and maintaining a competitive edge. This intensive five-day program, offered by Gentex Training Center, equips procurement professionals with the essential knowledge and practical skills to develop and implement effective procurement strategies. Through a comprehensive exploration of key sourcing methodologies, supplier relationship management techniques, and cost analysis strategies, participants gain the ability to identify and secure optimal solutions for their organization's purchasing needs.

## Procurement Strategy Development and Implementation Course Objectives:

- Master core principles of procurement strategy development and implementation.
- Analyze an organization's spending patterns to identify cost-saving opportunities.
- Utilize market research techniques to identify qualified and reliable suppliers.
- Develop and implement effective sourcing strategies for various goods and services.
- Conduct comprehensive evaluations of potential suppliers to ensure quality and value.
- Negotiate competitive contracts that benefit both parties.
- Manage supplier relationships for continuous improvement and collaboration.
- Leverage technology tools to streamline procurement processes.
- Measure and monitor the success of procurement strategies.
- Ensure compliance with relevant procurement regulations and ethical practices.



## Course Methodology

This interactive program utilizes a participant-centric approach that blends lectures, real-world case studies, group discussions, and practical exercises. Participants actively engage in sourcing strategy simulations, supplier negotiation workshops, and contract development activities. Through collaborative learning and expert guidance from experienced instructors, participants refine their critical thinking, negotiation, and communication skills to excel in the dynamic field of procurement.

## Who Should Take This Course

- Procurement professionals seeking to enhance their strategic sourcing skills.
- Purchasing managers and buyers interested in optimizing procurement practices.
- Supply chain professionals involved in supplier selection and relationship management.
- Business leaders seeking a deeper understanding of procurement strategies and their impact on the bottom line.
- Anyone aspiring to build a successful career in procurement and strategic sourcing.

## Procurement Strategy Development and Implementation Course Outline:

### Day 1: Building the Foundation: Strategic Procurement Principles

- Understanding Procurement Strategy and its Role in Organizational Success
- Analyzing Spending Patterns and Identifying Cost Reduction Opportunities
- Defining Sourcing Objectives and Developing a Strategic Sourcing Plan



## Day 2: Market Research Techniques for Effective Supplier Identification

- Utilizing Market Research Tools to Identify Qualified Suppliers
- Evaluating Supplier Capabilities and Performance History
- Shortlisting Potential Suppliers for Further Evaluation

## Day 3: Developing Effective Sourcing Strategies

- Understanding Different Sourcing Models (Competitive Bidding, Negotiation, etc.)
- Selecting the Optimal Sourcing Strategy for Different Goods and Services
- Developing Request for Proposals (RFPs) and Request for Quotations (RFQs)

## Day 4: Supplier Evaluation and Contract Negotiation

- Conducting Comprehensive Supplier Evaluations (Quality, Cost, Reliability)
- Negotiation Strategies for Competitive Contract Terms and Conditions
- Managing Supplier Relationships for Continuous Improvement and Collaboration

## Day 5: Procurement Process Optimization and Performance Measurement

- Utilizing Technology Tools to Streamline Procurement Processes
- Measuring and Monitoring the Success of Procurement Initiatives
- Ensuring Compliance with Ethical Practices and Procurement Regulations

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## Conclusion

By successfully completing this comprehensive program offered by Gentex Training Center, participants will have gained the knowledge, skills, and confidence to become valuable assets in their organization's procurement team. They will be equipped to develop and implement strategic sourcing strategies, negotiate favorable contracts, and contribute significantly to optimizing procurement practices and maximizing organizational value.

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