STRATEGIC PROCUREMENT AND CONTRACT MANAGEMENT



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Introduction

Strategic Procurement and Contract Management examines how organizations turn buying and contracting into a source of competitive advantage. This Training Course covers category strategy, strategic sourcing, negotiation, contract design, and supplier performance control. Participants study the Kraljic matrix, total cost of ownership, FIDIC and NEC4 conditions, and supplier relationship frameworks. Furthermore, the programme connects commercial strategy to contractual delivery through sourcing labs and administration simulations. As a result, delegates leave able to align procurement decisions with business objectives and manage contracts that protect value.

Strategic Procurement and Contract Management Course Objectives

- Define strategic procurement and its link to business objectives.
- Build category strategies using the Kraljic matrix and spend analysis.
- Run strategic sourcing events from planning to award.
- Apply total cost of ownership in supplier selection decisions.
- Negotiate commercial terms using BATNA and value analysis.
- Draft contracts that allocate risk and secure performance.
- Administer obligations, notices, variations, and claims properly.
- Manage supplier relationships and performance through KPIs.
- Control procurement and contract risk with governance controls.
- Report value delivery and savings to leadership.

Course Methodology

- Interactive workshops using real procurement and contract files.

- Structured category strategy and sourcing plan development.
- Negotiation labs with coached feedback and peer review.
- Contract clause analysis on risk, payment, and remedies.
- Performance review and contract governance simulations.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Procurement and category managers.
- Contract managers and administrators.
- Commercial and project managers.
- Legal counsel and contracts advisors.
- Quantity surveyors and cost engineers.
- Supply chain and operations professionals.
- Internal audit and compliance specialists.

Strategic Procurement and Contract Management Course Outlines

Day 1: Strategic Procurement Foundations

- Defining strategic procurement and its organizational role.
- Procurement maturity models and capability development.
- Spend analysis, spend cube, and ABC classification.
- Kraljic matrix: routine, leverage, bottleneck, and strategic items.
- Category strategy development and demand management.
- Aligning procurement objectives with corporate strategy.

- Building the procurement strategy and business case.

Day 2: Strategic Sourcing and Supplier Selection

- Sourcing methods: RFQ, RFP, competitive dialogue, and open tender.
- Supply market analysis and supplier landscape mapping.
- Prequalification and bidder capability assessment.
- Weighted technical and commercial bid evaluation.
- Total cost of ownership modelling in award decisions.
- Supplier tiering and portfolio balancing.
- Award recommendation, notification, and debriefing.

Day 3: Negotiation and Commercial Value

- Negotiation planning: BATNA, ZOPA, and reservation values.
- Value-based negotiation and cost breakdown analysis.
- Managing concessions, incentives, and risk sharing.
- Cross-cultural negotiation considerations.
- Ethical standards and conflict-of-interest controls.
- Recording and implementing negotiated outcomes.
- Building negotiation capability in the team.

Day 4: Contract Design and Administration

- Contract architecture: recitals, definitions, and schedules.
- Standard forms: FIDIC, NEC4, JCT, and bespoke conditions.
- Risk allocation through indemnities and liability caps.
- Payment terms, certification, and security instruments.

- Obligation registers, notice regimes, and time bars.
- Variation control and price adjustment mechanisms.
- Claims documentation and evidence management.

Day 5: Supplier Performance and Governance

- KPI frameworks and service level agreements.
- Supplier scorecards and performance reviews.
- Breach, remedies, and corrective action plans.
- Contract governance and delegation frameworks.
- Procurement risk and control design.
- Savings validation and value reporting.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Procurement and Contract Management, participants will have acquired a practical command of category strategy, strategic sourcing, negotiation, and contract administration. They will know how to select suppliers on total cost, negotiate terms that create value, and manage contracts that deliver against measured performance. In addition, the course prepares delegates to control procurement risk and report value credibly. As a result, they return to work ready to run procurement and contracts as one strategic discipline. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Strategic Procurement and Contract Management course

Q1 What is the "Strategic Procurement and Contract Management" course about?

It is a five-day programme that connects procurement strategy with contract administration. It covers category strategy, strategic sourcing and supplier selection, negotiation, contract design and risk allocation, contract administration, supplier performance management, and value reporting.

Q2 What are the key benefits of the "Strategic Procurement and Contract Management" course?

Participants gain the ability to build category strategies aligned with business objectives, negotiate value rather than price, and draft contracts that secure performance. They also learn to control variations and claims, manage supplier performance through KPIs, and report savings with figures leadership accepts.

Q3 What skills will I gain from the "Strategic Procurement and Contract Management" course?

Procurement category strategy with spend analysis, strategic sourcing with TCO-based supplier selection, negotiation with BATNA and value-based techniques, and contract design, administration, and performance management.

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

The course covers procurement maturity models, spend cube and ABC analysis, the Kraljic matrix and category positioning, RFQ, RFP, competitive dialogue and open tender procedures, weighted technical and commercial evaluation matrices, total cost of ownership modelling, BATNA, ZOPA and reservation value analysis, FIDIC, NEC4, and JCT standard forms, indemnity and limitation of liability clauses, obligation registers and notice calendars, variation and price adjustment procedures, KPI and service level frameworks, supplier scorecards, procurement risk registers, and savings validation methods.

Q5 How is the "Strategic Procurement and Contract Management" course applied in real-world practice?

Delegates apply it through category strategies, sourcing plans, tender documents, evaluation reports, negotiation plans, contract documents, obligation registers, variation orders, supplier scorecards, risk registers, savings reports, and value dashboards. They also use it to brief approval boards and to prepare procurement and contract files for audit review.