STRATEGIC PURCHASING & SUPPLY MANAGEMENT



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Introduction

Strategic Purchasing & Supply Management examines how organizations plan, source, and manage the flow of goods and services that keep operations running. This Training Course covers purchasing processes, supplier selection, contract management, inventory coordination, and supply risk control. Participants study the Kraljic matrix, total cost of ownership, ABC inventory classification, and supplier performance frameworks. Furthermore, the programme connects purchasing decisions to operational outcomes through sourcing labs and supply planning exercises. As a result, delegates leave able to manage purchasing and supply as one integrated function that supports delivery and controls cost.

Strategic Purchasing & Supply Management Course Objectives

- Define strategic purchasing and supply management in practice.
- Map the purchase-to-pay cycle and its control points.
- Apply spend analysis and ABC classification to purchasing priorities.
- Build supplier selection criteria using total cost of ownership.
- Draft and administer purchasing contracts and agreements.
- Coordinate purchasing with inventory, warehousing, and logistics.
- Apply the Kraljic matrix to supplier and category strategy.
- Manage supplier performance through KPIs and scorecards.
- Assess and mitigate supply risk and dependency exposure.
- Report purchasing performance and value to leadership.

Course Methodology

- Interactive workshops built on real purchasing and supply files.

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- Structured sourcing and supplier selection exercises.
- Spend analysis and inventory classification labs.
- Contract and terms review sessions with peer critique.
- Supply risk and performance review simulations.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Purchasing and procurement officers.
- Supply chain and operations professionals.
- Inventory and warehouse supervisors.
- Contract and vendor administrators.
- Finance staff supporting purchasing budgets.
- Production and maintenance planners.
- Professionals moving into purchasing management roles.

Strategic Purchasing & Supply Management Course Outlines

Day 1: Strategic Purchasing Foundations

- Defining purchasing, procurement, and supply management.
- The purchase-to-pay cycle and internal control points.
- Purchasing maturity models and capability development.
- Roles, responsibilities, and delegation of authority.
- Ethics, conflicts of interest, and purchasing integrity.
- Linking purchasing objectives to business strategy.

- Building the purchasing policy and operating framework.

Day 2: Spend Analysis and Supplier Selection

- Spend data collection, cleansing, and classification.
- Spend cube and ABC analysis for purchasing priorities.
- Supplier identification, prequalification, and assessment.
- RFQ, RFP, and tender evaluation methods.
- Weighted technical and commercial scoring.
- Total cost of ownership in award decisions.
- Award recommendation, notification, and debriefing.

Day 3: Contracts, Terms, and Supplier Agreements

- Contract types: fixed price, cost-plus, and framework agreements.
- Key commercial terms: price, payment, delivery, and warranty.
- Service level agreements and performance clauses.
- Incoterms and delivery responsibility allocation.
- Contract administration and obligation tracking.
- Variations, renewals, and termination procedures.
- Documentation, records, and audit readiness.

Day 4: Supply Chain Coordination and Inventory Control

- Coordinating purchasing with demand and production plans.
- ABC and XYZ inventory classification methods.
- Reorder points, safety stock, and lead time planning.

- Economic order quantity and lot sizing basics.
- Warehousing, receiving, and inspection controls.
- Logistics, transport, and Incoterms application.
- Managing shortages, expediting, and stockouts.

Day 5: Supplier Performance, Risk, and Governance

- Supplier segmentation and relationship management.
- KPI frameworks and supplier scorecards.
- Supplier development and improvement plans.
- Supply risk assessment and dependency mapping.
- Business continuity and dual sourcing strategies.
- Purchasing governance, controls, and audit.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Purchasing & Supply Management, participants will have acquired a practical command of purchasing processes, supplier selection, contract administration, inventory coordination, and supply risk control. They will know how to select suppliers on total cost, manage agreements that protect the organization, and keep supply flowing against real demand. In addition, the course prepares delegates to measure supplier performance and report purchasing value credibly. As a result, they return to work ready to run purchasing and supply as one strategic function. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Strategic Purchasing & Supply Management course

Q1 What is the "Strategic Purchasing & Supply Management" course about?

It is a five-day programme that connects purchasing activity with supply chain delivery. It covers the purchase-to-pay cycle, spend analysis, supplier selection and evaluation, contract administration, inventory and logistics coordination, supplier performance management, and supply risk control.

Q2 What are the key benefits of the "Strategic Purchasing & Supply Management" course?

Participants gain the ability to analyse spend and prioritise purchasing effort, select suppliers on total cost, and administer contracts that protect the organization. They also learn to coordinate purchasing with inventory and production, reduce stockouts, and manage supplier performance and supply risk with evidence.

Q3 What skills will I gain from the "Strategic Purchasing & Supply Management" course?

Spend analysis and ABC classification, supplier selection with total cost of ownership evaluation, contract administration with obligation tracking, and supply chain coordination with performance and risk management.

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Q4 What tools, methods, or standards are covered in the "Strategic Purchasing & Supply Management" course?

The course covers the purchase-to-pay cycle model, purchasing maturity models, spend cube and ABC analysis, the Kraljic matrix, RFQ, RFP and tender evaluation methods, weighted technical and commercial scoring matrices, total cost of ownership modelling, fixed price, cost-plus and framework contract types, service level agreements and performance clauses, Incoterms, contract obligation registers, ABC and XYZ inventory classification, reorder point and safety stock methods, economic order quantity techniques, KPI frameworks and supplier scorecards, supplier segmentation models, supply risk assessment and dependency mapping, and business continuity and dual sourcing strategies.

Q5 How is the "Strategic Purchasing & Supply Management" course applied in real-world practice?

Delegates apply it through purchasing policies, spend analysis reports, supplier evaluation models, tender documents, purchase orders, contract files, obligation registers, reorder point settings, stock reports, supplier scorecards, risk registers, and purchasing performance reports. They also use it to prepare audit-ready documentation and to brief operations on supply continuity.