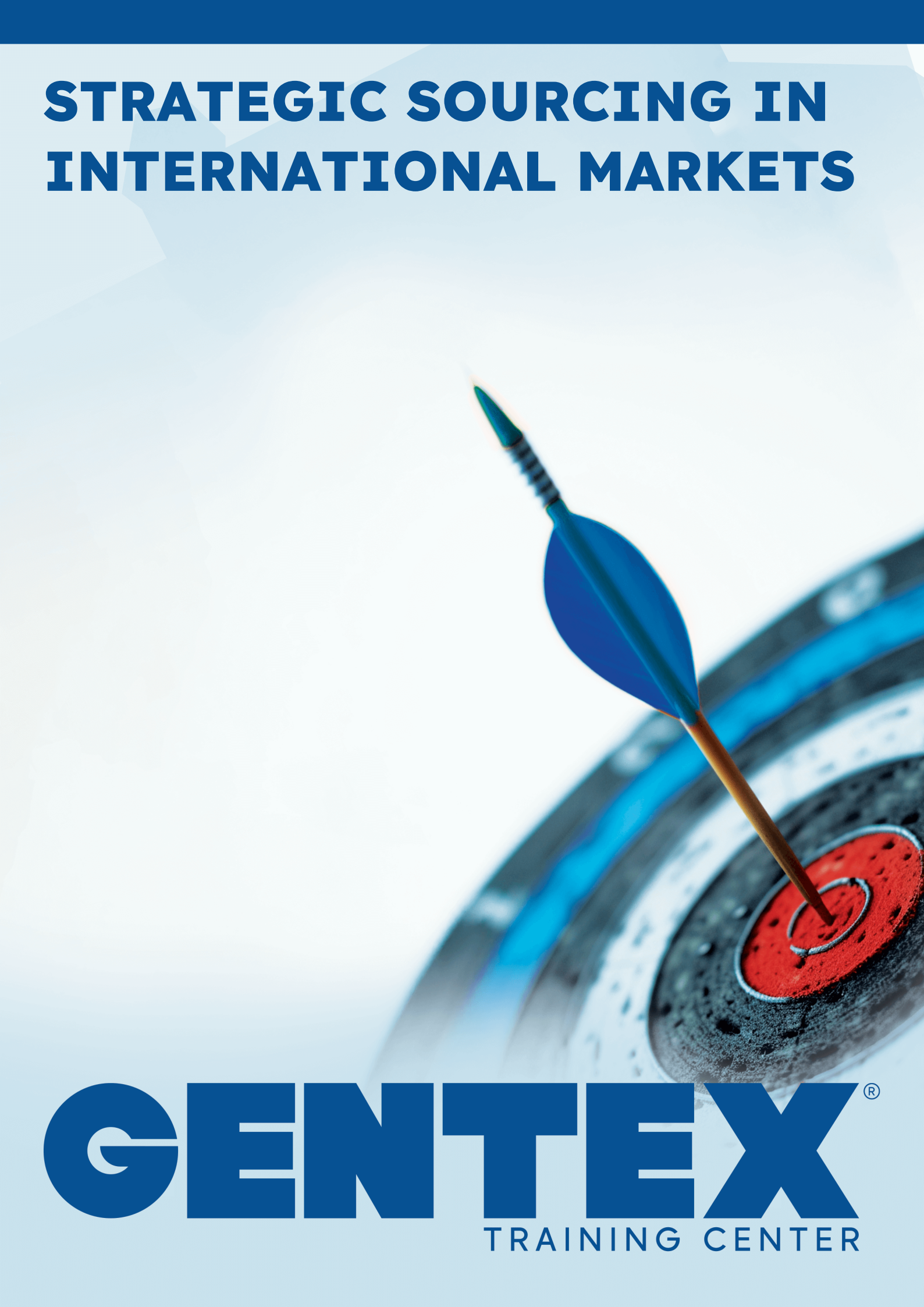
STRATEGIC SOURCING IN INTERNATIONAL MARKETS



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Introduction

Strategic sourcing treats purchasing as a designed process, not a sequence of orders. It starts with a clear understanding of what the organisation buys, moves through structured market analysis and supplier evaluation, and ends with a contract and a relationship that keep delivering. This Strategic Sourcing in International Markets Training Course gives sourcing managers, category leaders, and procurement professionals a complete method for applying that process across borders. Participants learn the seven-step sourcing process, cost and market analysis, tender design, weighted evaluation, negotiation, and supplier performance management. In addition, the course covers risk, ethics, and the governance that makes each sourcing decision defensible.

Strategic Sourcing in International Markets Course Objectives

- Apply the seven-step strategic sourcing process from profiling to supplier management.
- Analyse spend and segment categories to choose the right sourcing approach.
- Conduct supply market analysis and identify capable international suppliers.
- Build should-cost models and total cost of ownership comparisons.
- Prepare tender documents, evaluation criteria, and weighted scoring models.
- Evaluate suppliers on technical, commercial, and risk dimensions.
- Negotiate complex agreements using BATNA analysis and value-based trading.
- Structure contracts with service levels, remedies, and exit provisions.
- Manage supplier performance with scorecards, reviews, and development plans.
- Control sourcing risk and apply anti-bribery and sustainability standards.

Course Methodology

- Facilitated sessions built on real spend data, tenders, and supplier files.

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- Case workshops on sourcing decisions, supplier failure, and negotiation standoffs.
- Spreadsheet drills on should-cost, weighted evaluation, and total cost models.
- Role-play negotiation and supplier review meetings with structured feedback.
- Group exercise on a complete sourcing project plan for one category.

Who Should Take This Course

- Strategic sourcing and category managers.
- Senior buyers and procurement specialists.
- Contract and commercial managers.
- Supply chain analysts supporting sourcing decisions.
- Operations and technical staff defining sourcing requirements.
- Internal audit and compliance officers reviewing sourcing practice.

Strategic Sourcing in International Markets Course Outlines

Day 1: Strategic Sourcing Fundamentals and Profiling

- Strategic sourcing versus transactional purchasing.
- The seven-step sourcing process and its governance gates.
- Spend analysis, the spend cube, and category profiling.
- Category segmentation with the Kraljic portfolio matrix.
- Stakeholder requirements and specification development.
- Sourcing project charters, teams, and timelines.
- Savings baselining and target setting for the category.

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Day 2: Supply Market Analysis and Cost Understanding

- Supply market research: capacity, competitors, and consolidation.
- Identifying and screening international supplier candidates.
- Should-cost modelling and price versus cost analysis.
- Commodity indices and price adjustment mechanisms.
- Total cost of ownership and lifecycle costing.
- Supplier financial health and capability assessment.
- Sourcing risk mapping per category and per market.

Day 3: Tender Design and Supplier Evaluation

- Building the sourcing strategy: single source, limited tender, or open tender.
- Tender documentation: RFP, RFQ, and two-envelope approaches.
- Specification writing and avoiding over-specification.
- Weighted evaluation models for technical and commercial criteria.
- Total cost of ownership scoring and lifecycle comparison.
- Due diligence, sanctions screening, and reference checks.
- Award recommendation, approvals, and supplier debriefing.

Day 4: Negotiation and Contract Award

- Negotiation preparation: objectives, limits, and walk-away points.
- BATNA analysis and assessing the balance of power.
- Value-based negotiation beyond price: service, warranty, and flexibility.
- Concession planning and multi-variable trading.
- Handling difficult tactics, deadlock, and escalation.

- Contract structure: price mechanisms, service levels, and remedies.
- Confirming agreement and documenting the award decision.

Day 5: Supplier Management, Risk, and Continuous Improvement

- Supplier relationship tiers and governance structures.
- Performance scorecards, review cadence, and improvement plans.
- Supplier development, innovation, and collaboration programmes.
- Contract administration, variations, and claims handling.
- Anti-bribery, conflict of interest, and sustainability requirements.
- Sourcing KPIs and reporting to management.
- Building an annual strategic sourcing roadmap.

Conclusion

By successfully completing the Strategic Sourcing in International Markets Training Course, participants will have acquired a thorough working knowledge of the seven-step sourcing process, category profiling, supply market analysis, should-cost and total cost modelling, tender design and weighted evaluation, structured negotiation, contract award, and supplier performance management. They will leave able to run sourcing projects that deliver verified savings, control supply risk, and hold suppliers to measurable standards. Gentex Training Center delivers this programme with procurement practitioners who run strategic sourcing projects in live organisations.

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FAQs for the Strategic Sourcing in International Markets course

Q1 What is the "Strategic Sourcing in International Markets" course about?

It is a five-day programme on running structured sourcing projects across international supply markets. It covers category profiling, supply market analysis, should-cost and total cost modelling, tender design and weighted evaluation, negotiation, contract award, and supplier performance management.

Q2 What are the key benefits of the "Strategic Sourcing in International Markets" course?

Participants run sourcing processes that survive audit, secure better commercial terms through structured negotiation, and reduce supply and compliance risk with documented supplier controls. They also gain savings baselines and evaluation models that make award decisions defensible.

Q3 What skills will I gain from the "Strategic Sourcing in International Markets" course?

You will gain strategic sourcing process and category profiling, supply market analysis and should-cost modelling, tender design and weighted supplier evaluation, and negotiation, contract award, and supplier performance management.

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Q4 What tools, methods, or standards are covered in the "Strategic Sourcing in International Markets" course?

The course works with the seven-step strategic sourcing process, spend cube analysis and category profiling, the Kraljic portfolio matrix, supply market research methods, should-cost modelling and commodity price indexing, total cost of ownership and lifecycle costing, RFP and RFQ frameworks with two-envelope evaluation, weighted scoring models, prequalification and sanctions screening, BATNA analysis and concession planning, service level agreements and contract remedies, supplier scorecards and review cadence, savings baselining, and anti-bribery and sustainability requirements.

Q5 How is the "Strategic Sourcing in International Markets" course applied in real-world practice?

Teams apply it when launching a sourcing project for a new category, profiling spend before market engagement, comparing supplier bids on total cost rather than price, negotiating a multi-year agreement, and reviewing supplier performance each quarter. It also guides award approval documentation and sourcing audit preparation.