

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

Acquire and apply the latest skills, competencies, and techniques in procurement and supply chain leadership.



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COURSE OBJECTIVES

This course is aimed at procurement officers, supply chain managers, and team leaders responsible for sourcing, logistics, and operational efficiency. It equips participants with practical leadership and management skills to optimize procurement processes, supplier relationships, and end-to-end supply chain performance. The course emphasizes strategic planning, risk management, contract administration, and ethical decision-making.

Participants will learn how to set clear procurement and supply chain objectives, monitor performance, and improve productivity through effective supplier negotiation, cost management, and logistics planning. The course also addresses global supply chain challenges, sustainable sourcing, and digital transformation in procurement. By combining leadership with technical supply chain practices, delegates will be prepared to drive efficiency, collaboration, and organizational growth.



COURSE OUTCOMES

- Understand the role of procurement and supply chain management in organizational competitiveness.
- Analyse the shift from traditional supply chain models to digital and globalized approaches.
- Apply procurement best practices in sourcing, supplier selection, and contract negotiation.
- Build effective supplier and stakeholder relationships based on trust, accountability, and ethics.
- Gain confidence in managing logistics, warehousing, and distribution networks.
- Acquire problem-solving skills for addressing bottlenecks, delays, and procurement risks.
- Develop facilitation and communication skills to bridge gaps between suppliers and internal teams.
- Apply conflict resolution methods in supplier disputes and procurement challenges.
- Monitor performance using KPIs such as cost savings, delivery timelines, and supplier compliance.
- Manage time, budgets, and quality to enhance supply chain resilience and efficiency.
- Take ownership of ongoing personal and professional growth in procurement leadership.



COURSE OUTLINE

Module 1: Introduction to Procurement & Supply Chain Leadership

- **Why procurement and supply chain leadership is critical for organizations**
- **The shift from traditional purchasing to strategic procurement**
- **Core management functions: planning, organizing, leading, controlling**

Module 2: Supplier & Stakeholder Management

- **Building and managing supplier relationships**
- **Evaluating supplier performance and compliance**
- **Effective communication in procurement and supply chain contexts**

Module 3: Leading in a Global Supply Chain

- **Leadership styles in procurement and logistics**
- **Managing risks in international sourcing and global supply networks**
- **Facilitating cross-functional supply chain meetings**

Module 4: Procurement Operations & Delegation

- **Delegating tasks in procurement, warehousing, and logistics teams**
- **Effective negotiation and contract management**
- **Enforcing procurement policies and compliance standards**



COURSE OUTLINE

Module 5: Supply Chain Performance & Risk Monitoring

Monitoring supplier performance and logistics efficiency

Tracking budgets, costs, and variance analysis

Managing risks (financial, operational, and environmental)

Digital tools for supply chain visibility (dashboards, KPIs, ERPs)

Module 6: Motivation, Innovation & Sustainable Growth

Motivating procurement and supply chain staff for high performance

Setting goals for cost reduction, sustainability, and resilience

Adopting green supply chain practices and ethical procurement

Personal leadership growth in procurement and supply chain management

- ✓ **Strategic Sourcing**
- ✓ **Supplier Relationship Management**
- ✓ **Logistics & Distribution Leadership**
- ✓ **Contract & Risk Management**
- ✓ **Budgeting & Cost Control**
- ✓ **Digital Transformation in Supply Chains**
- ✓ **Sustainable Procurement**
- ✓ **Stakeholder Communication**

