STRATEGIC PROCUREMENT AND SUPPLY CHAIN MANAGEMENT COURSE

Introduction

This Course strengthens the ability of procurement and supply chain professionals to contribute directly to organizational strategy, operational efficiency, financial performance and sustainable value creation. The course moves procurement beyond traditional purchasing and transactional activities and positions it as a strategic management function capable of influencing competitiveness, cost optimization, service delivery, innovation and organizational resilience. Participants examine the complete strategic procurement and supply chain cycle, including procurement strategy development, spend analysis, supply market intelligence, strategic sourcing, category management, supplier selection, supplier relationship management, contract management and supply chain performance measurement. The programme also explores how organizations can improve value for money while balancing cost, quality, risk, sustainability and continuity of supply. Particular attention is given to emerging procurement challenges, including supply chain disruption, digital transformation, responsible sourcing, ESG considerations, supplier concentration risks and the increasing use of data analytics in procurement decision-making. Participants will apply practical tools and frameworks that can be adapted to public institutions, corporations, NGOs, development organizations and other complex procurement environments.

Course Objectives

- Align procurement and supply chain strategies with organizational objectives.
- Transform procurement from a transactional function into a strategic business function.
- Conduct procurement spend and supply market analysis.
- Apply strategic sourcing and category management techniques.
- Develop effective supplier selection and evaluation frameworks.

- Strengthen supplier relationship and performance management.
- Improve contract management and value realization.
- Identify and manage procurement and supply chain risks.
- Develop procurement KPIs and performance dashboards.
- Integrate sustainability, resilience and digitalization into procurement strategy.

Course Modules

> Module 1: Strategic Procurement and Supply Chain Management
- Evolution from purchasing to strategic procurement
- Strategic role of procurement and supply chain management
- Procurement as a driver of organizational value
- Aligning procurement with corporate and institutional strategy

> Module 2: Procurement Strategy Development
- Strategic analysis of the procurement environment
- Establishing procurement objectives and priorities
- Procurement strategy formulation
- Developing procurement implementation roadmaps

> Module 3: Spend Analysis and Supply Market Intelligence
- Procurement expenditure classification
- Spend analysis and opportunity identification
- Supply market research and intelligence
- Supplier and market positioning analysis

> Module 4: Strategic Sourcing
- Strategic sourcing process and methodologies
- Developing sourcing strategies
- Single, multiple, local and global sourcing
- Evaluating sourcing risks and opportunities

> Module 5: Category Management
- Procurement category segmentation
- Category profiling and analysis
- Developing category strategies
- Category performance and continuous improvement

> Module 6: : Supplier Selection and Relationship Management
- Supplier identification and prequalification
- Supplier evaluation and selection
- Supplier segmentation and relationship strategies
- Supplier development and strategic partnerships

> Module 7: Contract and Commercial Management
- Contract lifecycle management
- Contract administration and governance
- Managing contractual performance
- Contract variations, claims and disputes

> Module 8: Supply Chain Risk and Resilience
- Identifying procurement and supply chain risks
- Supplier and third-party risk assessment
- Supply chain disruption and business continuity
- Developing resilient supply networks

> Module 9: Procurement Performance and Value for Money
- Developing procurement KPIs
- Procurement efficiency and effectiveness measures
- Supplier performance scorecards
- Value-for-money and benefits-realization assessment

> Module 10: Future of Strategic Procurement
- Digital procurement and automation
- Procurement data analytics and AI
- Sustainable and responsible procurement
- Building the future-ready procurement function