Course: Advanced in Procurement & Supply Operations

Code	City	Hotel	Start	End	Price	Language - Hours
875	Jakarta (Indonesia)	Hotel Meeting Room	2025-06-09	2025-06-20	6950 €	En - 50

Course Introduction

Procurement and supply operations are critical to the success and sustainability of organizations in today`s highly competitive and dynamic markets. This advanced training program is designed to equip procurement professionals, supply chain managers, and operations leaders with comprehensive knowledge and practical skills to effectively manage procurement activities, supplier relationships, contract negotiations, and supply chain operations. The program also focuses on the latest trends, including sustainable procurement, digital transformation, and risk management.

General Objective

To develop advanced professional skills in procurement and supply operations, enabling participants to design, implement, and manage effective procurement strategies, optimize supply chains, and achieve organizational excellence.

Course Objectives

- Master advanced procurement and supply chain concepts and practices.
- Develop strategic procurement plans aligned with organizational goals.
- Apply advanced techniques in supplier selection, evaluation, and relationship management.
- Conduct complex negotiations and manage procurement contracts effectively.
- Optimize inventory, logistics, and distribution operations.

- Identify and manage procurement and supply chain risks.
- Integrate sustainability and ethics into procurement processes.
- Utilize modern technologies and e-procurement systems.
- Implement performance measurement and continuous improvement in supply operations.
- Apply case studies and real-world examples to solve procurement and supply chain challenges.

Learning Outcomes

- Be able to design and implement an advanced procurement strategy.
- Improve supplier management and negotiation capabilities.
- Optimize supply chain operations for cost reduction and efficiency.
- Manage procurement risks and ensure compliance.
- Apply sustainability and CSR principles in procurement.
- Utilize digital tools and e-procurement platforms effectively.

Target Audience

- Procurement Managers and Specialists
- Supply Chain Managers
- Contract and Vendor Managers
- Logistics and Warehouse Managers
- Senior Buyers and Purchasing Officers
- Project Managers involved in procurement
- Anyone involved in procurement or supply operations seeking advanced skills

Course Content

Day 1: Overview of Advanced Procurement & Supply Operations

- Introduction to Procurement and Supply Chain Operations
- Global Trends in Procurement and Supply Chain
- Supply Chain Strategy and Procurement's Role
- Organizational Procurement Policies and Procedures

Day 2: Strategic Procurement Planning

- Procurement Strategy Development
- Linking Procurement to Organizational Strategy
- Spend Analysis and Category Management
- Supplier Market Analysis

Day 3: Supplier Relationship Management (SRM)

- Supplier Selection, Evaluation, and Qualification
- Supplier Segmentation and Portfolio Analysis
- Developing Strategic Partnerships
- SRM Models and Best Practices

Day 4: Advanced Negotiation Techniques

- Negotiation Principles and Phases
- Negotiation Strategies in Procurement
- Complex Negotiations and Win-Win Approach
- Simulation: Negotiating a Supplier Contract

Day 5: Contract Management

- Contract Types and Key Clauses
- Legal Aspects of Contracts
- Contract Lifecycle Management

- Managing Supplier Performance and Compliance

Day 6: Inventory and Logistics Optimization

- Inventory Management Techniques (ABC, EOQ, JIT)
- Logistics and Distribution Planning
- Warehousing Operations and Optimization
- Inventory Risk Management

Day 7: Risk Management in Procurement & Supply Operations

- Identifying Procurement Risks
- Risk Assessment and Prioritization
- Developing Risk Mitigation Plans
- Case Study: Managing Supply Chain Disruptions

Day 8: Sustainable and Ethical Procurement

- Sustainability in Procurement
- Environmental and Social Responsibility
- Ethical Procurement Practices
- Integrating Sustainability into Procurement Strategy

Day 9: Digital Transformation in Procurement

- E-Procurement and Procurement Technologies
- ERP Systems in Supply Chain Management
- Big Data and Analytics in Procurement
- Blockchain and AI Applications in Supply Operations

Day 10: Performance Measurement and Continuous Improvement

- KPIs for Procurement and Supply Chain
- Procurement Auditing and Continuous Improvement

- Lean Principles in Supply Chain

The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

Program Timings:

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.