

# aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-011

## Advanced Procurement Skills

### Contact

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# Course content

## Why Attend

Course Introduction

Procurement is the vital organizational process of acquiring goods and materials in the most cost-effective manner, acknowledged as a key driver of profitability through cost reduction.

## Course Methodology

## Course Objectives

## Target Audience

# Course outline

## Detailed course outline

Day-by-day outline for Advanced Procurement Skills.

### Day 1 - Purchasing and the Organisation

- Purchasing and its contribution to the organisation
- The Supply Chain
- The influence of the External Environment
- Purchasing Organisations
- The Procurement Cycle
- Critical Supply Strategies

### Day 2 - Supplier Management

- Transforming the Supplier Relationship
- Supplier Evaluation Criteria
- Appropriate Supplier Methodologies
- Total Cost Approach
- How to be a Good Customer
- Shrinking the Supplier Base

# Course outline

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Day-by-day outline for Advanced Procurement Skills.

### Day 3 - Communication and Change

- Communication techniques of verbal, non-verbal and written
- Methods of communication lead to more productive work and minimize stress
- Communication and interaction openness develops trust
- Identification of interpersonal interaction methods
- Recognizing response to and perceptions of change
- Analysing and preparing for the human reaction to change

### Day 4 - Negotiation Techniques

- Avoiding Confrontational Negotiating
- Developing Active Listening Skills
- Negotiating with an Angry Person
- Power Closes that are used on the Buyer
- Understanding the other Negotiator's Power
- Negotiation Tactics and Countermeasures

### Day 5 - Managing Procurement Talent

- Attract and Retain Supply Management Talent
- Supplier Measurement
- Vendor Rating
- Action Planning

# Seminar dates

## Available seminar dates

Live dates and pricing for Advanced Procurement Skills generated from the course details page.

Date	Location	Format	Fee
11 - 15 May 2026	Vienna	Classroom	€2,975
8 - 12 June 2026	Barcelona	Classroom	€2,695
6 - 10 July 2026	Paris	Classroom	€3,150
10 - 14 August 2026	Frankfurt	Classroom	€2,275
14 - 18 September 2026	Barcelona	Classroom	€2,695
5 - 9 October 2026	Frankfurt	Classroom	€2,275
16 - 20 November 2026	Rome	Classroom	€2,975

**Live online option**

Online delivery is available at €1,250.