

# aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-007

## Improving Purchasing Performance

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# Course content

## Why Attend

Purchasing performance plays a critical role in controlling costs, ensuring quality, and maintaining operational efficiency. Organizations that optimize their purchasing processes gain a competitive advantage through better supplier relationships, improved negotiation outcomes, and enhanced value delivery. This course provides practical strategies and tools to measure, analyze, and improve purchasing performance. Participants will learn how to identify inefficiencies, implement performance metrics, and drive continuous improvement in procurement activities.

## Course Methodology

• This course combines practical procurement techniques with real-world case studies and performance improvement exercises. Participants will engage in spend analysis workshops, supplier performance evaluations, and negotiation simulations. Interactive sessions will focus on identifying performance gaps, implementing KPIs, and improving procurement processes. Practical examples from multiple industries will be used to reinforce learning.

## Course Objectives

- Understand key drivers of purchasing performance
- Measure and evaluate procurement effectiveness using KPIs
- Conduct spend analysis and identify cost-saving opportunities
- Improve supplier selection and performance management
- Enhance negotiation strategies and outcomes
- Optimize procurement processes and workflows

## Target Audience

- Procurement and Purchasing Professionals
- Supply Chain and Logistics Managers
- Contract and Commercial Managers
- Finance and Operations Professionals

# Course outline

## Detailed course outline

Day-by-day outline for Improving Purchasing Performance.

### Day 1 - Foundations of Purchasing Performance

- Role of purchasing in organizational success
- Key performance drivers in procurement
- Procurement lifecycle overview
- Introduction to purchasing KPIs
- Identifying performance gaps

### Day 2 - Spend Analysis and Cost Optimization

- Spend analysis techniques and tools
- Cost reduction strategies
- Total cost of ownership (TCO)
- Budget control and cost tracking
- Identifying savings opportunities

### Day 3 - Supplier Performance Management

- Supplier selection and evaluation criteria
- Supplier segmentation and classification
- Performance measurement and KPIs
- Supplier relationship management (SRM)
- Managing supplier risks

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### Day 4 - Process Improvement and Digital Procurement

- Streamlining procurement processes
- Reducing cycle times and inefficiencies
- Introduction to e-procurement systems
- Automation and digital tools in purchasing
- Compliance and governance

### Day 5 - Negotiation and Continuous Improvement

- Advanced negotiation strategies
- Managing contracts and supplier agreements
- Continuous improvement frameworks
- Case studies in purchasing performance
- Final workshop: procurement performance improvement plan

# Seminar dates

## Available seminar dates

Live dates and pricing for Improving Purchasing Performance generated from the course details page.

Date	Location	Format	Fee
18 - 22 May 2026	Amsterdam	Classroom	€3,150
1 - 5 June 2026	Munich	Classroom	€2,940
8 - 12 June 2026	London	Classroom	€2,975
15 - 19 June 2026	Istanbul	Classroom	€1,995
6 - 10 July 2026	Amsterdam	Classroom	€2,940
20 - 24 July 2026	London	Classroom	€2,975
3 - 7 August 2026	Barcelona	Classroom	€2,695

**Live online option**

Online delivery is available at €1,250.