



# aractech

Global Learning for Operational Leaders

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

## The Complete Course on Purchasing Management

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# Course content

## Why Attend

Course Introduction

Every organisation needs good procurement.

## Course Methodology

## Course Objectives

## Target Audience

# Course outline

## Detailed course outline

Day-by-day outline for The Complete Course on Purchasing Management.

### Day 1 - The 1st Steps to Becoming World Class

- Stages to World Class Purchasing
- How Purchasing is viewed today
- Strategic Sourcing
- Developing Spend Profiles and the ABC Analysis
- New Job Descriptions for Purchasing of the future
- Purchasing Personnel Required Skill Sets

### Day 2 - Evaluating Your Own Operation

- What are Best Practices
- Purchasing Gap Analysis
- Vision and Mission for Purchasing
- Developing the Purchasing Department Strategic Plan
- Developing Key Performance Indicators (KPIs) for Procurement
- Developing a Company Purchase Price Index

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### Day 3 - Continuous Improvement and How to Get It

- Cost Reduction Initiatives
- Methods of Cost Containment
- Waste in the Supply Chain
- Breaking Down the Elements of Supplier Cost
- Commodity/Service Strategic Planning
- Resisting Price Increases

### Day 4 - Supplier Management Approaches

- Supplier Classification System
- Supplier Qualification Methods
- Supplier Performance Metrics
- Apply Performance criteria to Purchasing Decisions
- Process Mapping To Eliminate Low Value Activities
- Applying eProcurement business process

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## Day 5 - Improving the Image of Procurement

- Global Sourcing
- International Labor Rates Comparison
- Developing and Maintaining a Customer Focus
- Basic Issues in Corruption And Fraud Prevention
- Increasing the Level of Procurement Professionalism
- Keeping Current in the profession

# Seminar dates

## Available seminar dates

Live dates and pricing for The Complete Course on Purchasing Management generated from the course details page.

Date	Location	Format	Fee
15 - 19 June 2026	Munich	Classroom	€2,415
20 - 24 July 2026	Amsterdam	Classroom	€2,975
3 - 7 August 2026	London	Classroom	€2,940
7 - 11 September 2026	Istanbul	Classroom	€1,995
12 - 16 October 2026	Vienna	Classroom	€2,975
9 - 13 November 2026	Barcelona	Classroom	€2,695
14 - 18 December 2026	Paris	Classroom	€3,150

**Live online option**

Online delivery is available at €1,250.