



Course details

Improving Purchasing Performance

Procurement and Supply Chain Management

Upcoming seminar

€4,500.-

Venue
Amsterdam - ...

Date
18 - 22 May 2026

Seminar content

What you will learn

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

By the end of this course, participants will be able to:

- 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
- Reduce risks and improve compliance in purchasing
- Implement continuous improvement strategies in procurement

Target Audience

- Procurement and Purchasing Professionals
- Supply Chain and Logistics Managers
- Contract and Commercial Managers
- Finance and Operations Professionals
- Project Managers involved in procurement
- Anyone responsible for purchasing activities

Target Competencies

- Purchasing performance measurement and analysis
- Spend analysis and cost optimization
- Supplier evaluation and relationship management
- Negotiation and contract management
- Process improvement and efficiency
- Risk and compliance management
- Data-driven decision-making

Seminar details

Detailed outline

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

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

Dates and locations

Available seminar dates

17 dates

Date	City	Duration	Price
18 - 22 May 2026	Amsterdam - Netherlands	5 Days	€4,500.-
1 - 5 June 2026	Munich - Germany	5 Days	€4,200.-
8 - 12 June 2026	London - U.K	5 Days	€4,250.-
15 - 19 June 2026	Istanbul - Turkey	5 Days	€2,850.-
6 - 10 July 2026	Amsterdam - Netherlands	5 Days	€4,200.-
20 - 24 July 2026	London - U.K	5 Days	€4,250.-
3 - 7 August 2026	Barcelona - Spain	5 Days	€3,850.-
10 - 14 August 2026	Kuala lumpur - Malaysia	5 Days	€2,550.-
7 - 11 September 2026	Istanbul - Turkey	5 Days	€2,850.-
14 - 18 September 2026	Barcelona - Spain	5 Days	€3,850.-
5 - 9 October 2026	Vienna - Austria	5 Days	€4,250.-
12 - 16 October 2026	Amsterdam - Netherlands	5 Days	€4,200.-
9 - 13 November 2026	Istanbul - Turkey	5 Days	€2,850.-
16 - 20 November 2026	Paris - France	5 Days	€3,850.-
7 - 11 December 2026	Barcelona - Spain	5 Days	€4,400.-
14 - 18 December 2026	Kuala lumpur - Malaysia	5 Days	€2,550.-
21 - 25 December 2026	London - U.K	5 Days	€4,250.-