



Course details

## Strategic Procurement Specialist

Procurement and Supply Chain Management

Upcoming seminar

**€3,850.-**

Venue

Barcelona - Spain

Date

18 - 22 May 2026

Seminar content

## What you will learn

### Why Attend

Procurement is no longer a purely administrative function—it is a strategic driver of cost efficiency, risk reduction, and competitive advantage. Organizations depend on skilled procurement professionals to optimize supplier relationships, negotiate effectively, and ensure value across the supply chain. This course equips participants with advanced procurement strategies, sourcing techniques, and supplier management practices that align procurement with organizational goals. It is designed to transform procurement professionals into strategic decision-makers capable of delivering measurable business value.

### Course Methodology

This course blends strategic procurement theory with real-world business applications. Participants will engage in case studies, supplier negotiation simulations, and sourcing strategy workshops. Practical exercises will focus on spend analysis, supplier evaluation, contract negotiation, and procurement planning. Interactive discussions will highlight best practices from global procurement environments across industries such as construction, oil and gas, manufacturing, and services.

## Course Objectives

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

- Understand strategic procurement principles and frameworks
- Develop effective sourcing and procurement strategies
- Conduct spend analysis and supplier segmentation
- Negotiate contracts and manage supplier relationships
- Apply total cost of ownership (TCO) concepts
- Improve procurement efficiency and value creation
- Manage procurement risks and compliance requirements
- Align procurement strategy with organizational objectives

## Target Audience

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Project and Operations Managers
- Contract and Commercial Managers
- Engineers involved in procurement decisions
- Professionals transitioning into strategic sourcing roles

## Target Competencies

- Strategic sourcing and procurement planning
- Supplier relationship management
- Contract negotiation and management
- Cost optimization and value analysis
- Supply chain risk management
- Analytical and decision-making skills
- Stakeholder communication and influence

Seminar details

## Detailed outline

### Day 1: Foundations of Strategic Procurement

- Evolution of procurement: operational vs strategic

- Procurement role in organizational success
- Procurement lifecycle and value creation
- Introduction to sourcing strategies
- Overview of procurement frameworks

## **Day 2: Spend Analysis and Supplier Segmentation**

- Spend analysis techniques and categorization
- Supplier segmentation (Kraljic Matrix)
- Market analysis and supplier positioning
- Identifying sourcing opportunities
- Data-driven procurement decisions

## **Day 3: Strategic Sourcing and Negotiation**

- Developing sourcing strategies
- Request for proposal (RFP) and tendering processes
- Negotiation techniques and tactics
- Total cost of ownership (TCO) analysis
- Supplier selection and evaluation

## **Day 4: Contract Management and Supplier Performance**

- Procurement contract structures
- Supplier relationship management (SRM)
- Key performance indicators (KPIs) for suppliers
- Managing supplier performance and compliance
- Risk management in procurement

## **Day 5: Procurement Transformation and Best Practices**

- Digital procurement and automation trends
- Sustainability and ethical sourcing
- Procurement governance and compliance
- Case studies from global procurement leaders
- Final workshop: strategic procurement simulation

Dates and locations

## Available seminar dates

10 dates

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