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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

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



Course content

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

Course 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



Course content

Course outline

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



Course content

Course outline

- 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
9 - 13 November 2026	Istanbul - Turkey	Classroom	**€2,280.-**
16 - 20 November 2026	Paris - France	Classroom	**€3,080.-**
7 - 11 December 2026	Barcelona - Spain	Classroom	**€3,520.-**
14 - 18 December 2026	Kuala lumpur - Malaysia	Classroom	**€2,040.-**
21 - 25 December 2026	London - U.K	Classroom	**€3,400.-**
18 - 22 January 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
15 - 19 February 2027	Munich - Germany	Classroom	**€3,400.-**
15 - 19 March 2027	London - U.K	Classroom	**€3,360.-**
19 - 23 April 2027	Istanbul - Turkey	Classroom	**€2,280.-**
17 - 21 May 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
21 - 25 June 2027	London - U.K	Classroom	**€3,360.-**
19 - 23 July 2027	Barcelona - Spain	Classroom	**€3,080.-**
16 - 20 August 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
20 - 24 September 2027	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 October 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 November 2027	Cape Town - South Africa	Classroom	**€3,400.-**
20 - 24 December 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**