Strategic Procurement and Contract Management for Supply Chain Training Course



06 - 10 Dec 2026

Istanbul

4900 € (Per Person)

Ref: #CM7916_210180

Course Introduction / Overview:

The supply chain is the backbone of any business, and the contracts that govern supplier relationships are critical to their success. This training course is designed to give you the expertise needed to manage procurement and supply chain contracts effectively, from the initial sourcing to the final delivery. We'll go over everything from risk management and negotiation to performance monitoring and legal compliance. The curriculum is built on a foundation of sound business and legal principles, drawing on the work of academics and authors like Michael E. Porter, a key figure in business strategy and competitive advantage. His insights into value chain analysis and competitive forces are central to our program. At BIG BEN Training Center, we understand that errors in a procurement contract can lead to disruptions, cost overruns, and a breakdown in a supply chain. This course provides a complete, hands-on guide to help you build a robust system for identifying and managing these risks. You will learn to draft clauses that ensure quality and timely delivery, analyze vendor performance, and implement a strategic plan that keeps your supply chain running smoothly.

Target Audience / This training course is suitable for:

- Procurement and purchasing managers.
- Supply chain and logistics professionals.
- Contract administrators.
- Sourcing and category managers.
- Operations and inventory managers.
- Legal and compliance officers.
- Anyone involved in managing supplier relationships.

Target Sectors and Industries:

- Manufacturing and production.
- Retail and e-commerce.
- Logistics and transportation.
- Technology and electronics.
- Pharmaceuticals and healthcare.
- Government agencies and defense.
- Food and beverage.

Target Organizations Departments:

- Procurement and purchasing.
- Supply chain and logistics.
- Contracts and legal.
- Operations.
- Finance.
- Vendor management.

Course Offerings:

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

- Master the key stages of the procurement contract lifecycle.
- Understand and apply risk management strategies for supplier contracts.
- Negotiate and draft effective supply and service agreements.
- Implement performance metrics and key performance indicators (KPIs).
- Manage contract compliance and handle disputes effectively.
- Optimize supplier relationships for long-term value.
- Understand the role of ethical and sustainable sourcing.

Course Methodology:

This training course uses a highly practical, case-based methodology tailored to the unique environment of supply chain management. We combine expert-led sessions with a focus on real-world scenarios and hands-on exercises. Participants will analyze detailed case studies of supply chain disruptions and successes, examining how to handle negotiation challenges, manage risk, and ensure performance. You will work on group exercises to redline a sample supply contract and practice negotiating a key clause. The program includes workshops on how to use risk matrices and a deep dive into different types of payment terms and performance guarantees. We encourage active participation and group discussions, giving you the chance to share experiences and learn from your peers. At BIG BEN Training Center, our goal is to not only build your knowledge but also to empower you to operate with the professionalism and strategic thinking required in this dynamic field.

Course Agenda (Course Units):

Unit One: Foundations of Procurement Contracts

- The role of contracts in the supply chain.
- Key legal and commercial principles.
- Types of procurement contracts.
- Risk identification and analysis.
- Ethical and sustainable sourcing.

Unit Two: Strategic Sourcing and Negotiation

- Developing a sourcing strategy.
- Drafting requests for proposals (RFPs) and bids.
- Effective negotiation strategies.
- Managing supplier selection.
- Cost analysis and financial terms.

Unit Three: Contract Administration and Performance

- Implementing a contract management plan.
- Developing and monitoring key performance indicators (KPIs).
- Managing contract changes and variations.
- Ensuring compliance with terms and conditions.
- Handling non-performance and breaches.

Unit Four: Risk and Dispute Resolution

- Creating a risk mitigation plan.
- Supply chain resilience and risk diversification.
- Handling and resolving disputes.
- Force majeure and unforeseen circumstances.
- Understanding liability and indemnification.

Unit Five: Advanced Topics and Best Practices

- The impact of technology on procurement.
- International supply chain contracts.
- Supplier relationship management.
- Contract closeout and renewal.
- Final project: developing a complete procurement contract strategy.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an increasingly volatile global market, how can a strategic approach to procurement contract management transform a company's supply chain from a cost center into a resilient, competitive, and value-driven asset?

What unique qualities does this course offer compared to other courses?

This training course is different because it is exclusively focused on the unique complexities of supply chain contracts. While other courses may give a general overview of contracting, our curriculum is built around the specific legal, operational, and commercial requirements of managing supplier relationships. We go beyond theoretical knowledge, using hands-on exercises and real-world case studies to help you apply what you learn immediately. We also place strong emphasis on risk management and supplier relationships, which are crucial for success in this field. This course is for professionals who need to go from a basic understanding of contracts to a complete mastery of procurement. You will leave with the ability to handle high-stakes agreements with a strategic mindset and the confidence to ensure your supply chain is secure and efficient.