Strategic Procurement and Inventory Cost Optimization Training Course



29 Nov - 03 Dec 2026

Istanbul

4900 € (Per Person)

Ref: #IM3921_242444

Course Introduction / Overview:

This course provides a comprehensive framework for mastering the critical link between strategic procurement and inventory management to drive significant cost optimization and enhance organizational efficiency. In today's volatile global market, simply managing procurement and inventory as separate functions is no longer sufficient. This program, offered by BIG BEN Training Center, delves into the integrated strategies that transform these operational areas into powerful competitive advantages. We will explore advanced concepts grounded in the principles articulated by leading academics like Martin Christopher, whose work in "Logistics & Supply Chain Management" emphasizes the importance of a holistic and resilient supply chain. Participants will move beyond traditional purchasing tactics to develop a strategic mindset, enabling them to analyze total cost of ownership, implement sophisticated inventory control models, and build robust supplier relationships. The curriculum is designed to equip professionals with the analytical tools and strategic foresight needed to reduce carrying costs, minimize stockouts, and improve cash flow, ultimately contributing directly to the bottom line.

Target Audience / This training course is suitable for:

- Procurement Managers and Officers.
- Supply Chain and Logistics Professionals.
- Inventory Planners and Controllers.
- Operations Managers.
- Finance and Cost Accounting Professionals.
- Sourcing Specialists and Category Managers.
- Warehouse and Distribution Managers.
- Project Managers involved in procurement decisions.
- Business owners and entrepreneurs seeking to optimize costs.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Logistics, Warehousing, and Distribution.
- Healthcare and Pharmaceuticals.
- Construction and Engineering.
- Automotive and Aerospace.
- Governmental agencies and public sector organizations.
- Technology and Electronics.
- Energy and Utilities.

Target Organizations Departments:

- Procurement and Purchasing Department.
- Supply Chain Management Department.
- Finance and Accounting Department.
- Operations Management Department.
- Logistics and Distribution Department.
- Warehousing and Inventory Control Department.
- Strategic Planning Department.
- Contract Management Department.

Course Offerings:

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

- Develop and implement a strategic procurement plan aligned with corporate objectives.
- Analyze and calculate the Total Cost of Ownership (TCO) for procurement decisions.
- Master advanced supplier evaluation, selection, and relationship management techniques.
- Apply various inventory classification methods such as ABC analysis.
- Implement quantitative inventory control models like EOQ and JIT to minimize costs.
- Conduct accurate demand forecasting to optimize stock levels and prevent shortages.
- Identify, assess, and mitigate risks throughout the supply chain.
- Utilize key performance indicators (KPIs) to measure and improve procurement and inventory performance.
- Leverage technology for enhanced procurement processes and inventory visibility.
- Formulate an integrated action plan for cost optimization across the supply chain.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and participant-centered. We believe that adult learning is most effective when it combines theoretical knowledge with hands-on application. This course will utilize a blended approach, incorporating expert-led presentations, in-depth case study analyses of real-world business challenges, and collaborative group discussions to foster peer-to-peer learning. Participants will engage in practical exercises and workshops, such as calculating optimal order quantities and developing supplier scorecards. Role-playing scenarios, particularly for negotiation and supplier relationship management, will provide a safe environment to practice and refine critical skills. The facilitator will encourage active participation, ensuring that the content is directly relevant to the attendees' professional challenges. Continuous feedback and interactive Q&A sessions are integrated throughout the five days to ensure concepts are thoroughly understood and can be confidently applied in the workplace upon completion of the course.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Procurement

- The strategic role of procurement in modern organizations.
- Aligning procurement objectives with overall business strategy.
- Understanding the complete procurement cycle from requisition to payment.
- Introduction to supply market analysis and intelligence.
- Ethical and sustainable considerations in procurement.
- Key performance indicators (KPIs) for procurement excellence.
- The financial impact of procurement on the bottom line.

Unit Two: Strategic Sourcing and Supplier Management

- The strategic sourcing process for value creation.
- Techniques for effective supplier identification, evaluation, and selection.
- Building and managing a robust supplier relationship management (SRM) program.
- Mastering negotiation strategies and tactics for win-win outcomes.
- Understanding and managing the Total Cost of Ownership (TCO).
- Fundamentals of contract management and compliance.
- Global sourcing opportunities and challenges.

Unit Three: Principles of Inventory Management

- The role and importance of inventory in the supply chain.
- Identifying and analyzing different types of inventory costs.
- Inventory classification techniques including ABC and XYZ analysis.
- Understanding the trade-offs between inventory levels and customer service.
- Methods for accurate inventory record-keeping and cycle counting.
- Introduction to demand forecasting and its impact on inventory.
- Key metrics for measuring inventory performance like turnover and days of supply.

Unit Four: Inventory Cost Optimization Models

- The Economic Order Quantity (EOQ) model for minimizing total inventory costs.
- Calculating safety stock and reorder points to prevent stockouts.
- Implementing Just-In-Time (JIT) and Lean inventory principles.
- Materials Requirement Planning (MRP) and its role in manufacturing.
- Vendor-Managed Inventory (VMI) and collaborative approaches.
- Strategies for managing slow-moving and obsolete stock.
- The impact of lead time variability on inventory levels.

Unit Five: Integration, Risk, and Technology

- Integrating procurement and inventory management for synergy.
- The role of technology in modern procurement (e-procurement, analytics).
- Warehouse Management Systems (WMS) and inventory visibility tools.
- Identifying and mitigating risks in the supply chain.
- Developing supply chain resilience in the face of disruption.
- Final project: Creating an integrated cost optimization action plan.
- Review of key learnings and future trends in procurement and inventory management.

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 era of increasing supply chain volatility, how can a rigid cost optimization model like EOQ be adapted to enhance resilience without sacrificing efficiency?

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

This course distinguishes itself by treating strategic procurement and inventory optimization not as two separate disciplines, but as a single, deeply interconnected system essential for corporate success. While many programs focus on the tactical execution within one domain, our curriculum is built on the strategic synergy between them. We move beyond simply teaching formulas like the Economic Order Quantity; we challenge participants to understand the underlying assumptions and adapt these models to the complexities of modern, volatile supply chains. The course emphasizes a holistic view of cost, focusing extensively on the Total Cost of Ownership (TCO) rather than just the purchase price, enabling a more profound and sustainable financial impact. Furthermore, the methodology prioritizes strategic thinking and decision-making through complex case studies and simulation exercises, rather than just procedural knowledge. This approach ensures that participants leave not only with a set of tools, but with the critical judgment to know when and how to apply them to drive real-world value and competitive advantage for their organizations.