Sustainable Procurement Strategy with ISO 20400 Training Course



21 - 25 Dec 2026

Baku

5100 € (Per Person)

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Course Introduction / Overview:

This course provides a comprehensive and practical guide to developing and implementing a world-class sustainable procurement strategy aligned with the ISO 20400 international standard. In an era where environmental, social, and governance (ESG) factors are paramount, organizations must move beyond traditional cost-based procurement to a model that creates long-term value and resilience. This training delves into the core principles of sustainable procurement, covering everything from policy development and stakeholder engagement to supplier assessment and performance measurement. As highlighted by experts like Jonathan O'Brien in his seminal work, "A Practical Guide to Sustainable Procurement," the integration of sustainability is not just a corporate responsibility but a strategic imperative for supply chain excellence. Participants will explore how to embed ethical sourcing, circular economy principles, and social value into their procurement functions, transforming them from cost centers into strategic enablers of corporate sustainability goals. BIG BEN Training Center has designed this program to equip professionals with the tools and knowledge to lead this transformation, ensuring their organizations can mitigate supply chain risks, enhance brand reputation, and drive innovation through responsible purchasing practices. This course is the definitive roadmap for navigating the complexities of modern, sustainable supply chains.

Target Audience / This training course is suitable for:

- Procurement Managers and Directors.
- Supply Chain and Logistics Professionals.
- Sustainability and Corporate Social Responsibility (CSR) Officers.
- Contract Managers and Commercial Managers.
- Operations and Quality Assurance Managers.
- Finance and Risk Management Professionals.
- Public Sector Procurement Officials.
- ESG Analysts and Consultants.
- Product Development and Innovation Leaders.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Construction and Real Estate Development.
- Energy, Oil, and Gas.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Financial Services and Banking.
- Government Agencies and Public Sector Organizations.
- Hospitality and Tourism.
- Transportation and Logistics.

Target Organizations Departments:

- Procurement and Purchasing Department.
- Supply Chain Management.
- Sustainability and Corporate Responsibility.
- Finance and Accounting.
- Risk Management and Compliance.
- Legal and Contracts Department.
- Operations Management.
- Quality Assurance and Control.
- Strategic Planning and Corporate Development.

Course Offerings:

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

- Develop a robust sustainable procurement policy and strategy based on ISO 20400 guidance.
- Integrate sustainability criteria into the entire procurement lifecycle, from sourcing to contract management.
- Conduct comprehensive supplier sustainability assessments and audits.
- Identify and manage social, ethical, and environmental risks within the supply chain.
- Implement life cycle costing to make more informed and sustainable purchasing decisions.
- Engage effectively with internal and external stakeholders to build support for sustainable initiatives.
- Measure and report on sustainable procurement performance using relevant KPIs.
- Foster innovation and value creation through collaboration with sustainable suppliers.
- Align procurement objectives with broader organizational ESG and CSR goals.
- Champion the business case for sustainable procurement within their organization.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. This course moves beyond theoretical lectures to immerse attendees in real-world scenarios and challenges related to sustainable procurement. The program utilizes a blend of expert-led presentations, in-depth case study analyses of leading global companies, and collaborative group workshops. Participants will work in teams to develop sustainable procurement strategies, conduct mock supplier risk assessments, and debate ethical dilemmas. Interactive sessions, facilitated discussions, and peer-to-peer learning are central to the course, allowing for a rich exchange of ideas and experiences. We emphasize practical application through the use of templates, checklists, and frameworks aligned with ISO 20400. Continuous feedback from the instructor and peers is integrated throughout the five days to reinforce key concepts and build confidence. This hands-on, participant-centered approach ensures a deep and lasting understanding of how to implement and manage a successful sustainable procurement function.

Course Agenda (Course Units):

Unit One: Introduction to Sustainable Procurement and ISO 20400

- Fundamentals of sustainability in a business context.
- Defining sustainable procurement and its strategic importance.
- The business case for sustainable procurement: risk, reputation, and revenue.
- Overview of the ISO 20400:2017 standard, its scope, and purpose.
- Key terms and definitions in sustainable procurement.
- Understanding the link between procurement and global challenges like climate change and human rights.
- Exploring the three pillars of sustainability: environmental, social, and economic.
- The role of procurement in achieving corporate ESG goals.

Unit Two: Developing a Sustainable Procurement Strategy

- Integrating sustainability into organizational goals and procurement policy.
- Leadership and commitment: securing top-management buy-in.
- Conducting a baseline assessment of current procurement practices.
- Setting clear objectives, targets, and key performance indicators (KPIs).
- Stakeholder mapping and engagement strategies for internal and external partners.
- Defining priorities and focus areas for your sustainable procurement program.
- Developing a sustainable procurement implementation roadmap.
- Communicating the strategy effectively across the organization.

Unit three: Integrating Sustainability into the Procurement Process

- Embedding sustainability criteria in supplier pre-qualification and selection.
- Developing sustainable specifications and statements of work.
- Techniques for evaluating supplier sustainability performance in tenders.
- Life cycle costing (LCC) principles and practical application.
- Managing social risks in the supply chain, including modern slavery and fair labor.
- Managing environmental risks such as carbon footprint, waste, and pollution.
- Contract management clauses for ensuring supplier sustainability compliance.
- Building a supplier code of conduct based on international standards.

Unit Four: Supplier Engagement and Development

- Moving from compliance to collaboration with suppliers.
- Methods for assessing supplier sustainability capabilities.
- Conducting effective supplier sustainability audits and site visits.
- Strategies for building supplier capacity and fostering continuous improvement.
- Promoting innovation through supplier partnerships.
- Managing supplier diversity and supporting local economies.
- Tier-2 and tier-3 supply chain visibility and risk management.
- Resolving non-compliance and managing corrective action plans.

Unit Five: Measurement, Reporting, and Continuous Improvement

- Establishing a framework for monitoring sustainable procurement performance.
- Key metrics for environmental, social, and economic outcomes.
- Developing effective dashboards and reporting mechanisms.
- Communicating progress to stakeholders and in corporate sustainability reports.
- Benchmarking performance against industry peers and best practices.
- The role of technology in enhancing sustainable procurement.
- Aligning with global reporting standards (e.g., GRI, SASB).
- Creating a culture of continuous improvement and learning in the procurement function.

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:

Beyond compliance and risk mitigation, how can an organization leverage sustainable procurement as a primary driver for innovation and competitive advantage in the market?

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

This course distinguishes itself by moving beyond a purely theoretical overview of ISO 20400 to provide a deeply practical and strategic implementation framework. While other programs may focus on the clauses of the standard, our curriculum is built around the real-world challenges and opportunities that procurement professionals face. We emphasize the "how-to" of sustainable procurement, offering actionable tools for integrating sustainability into every stage of the procurement process, from policy creation to performance reporting. The course uniquely focuses on the strategic alignment of procurement with broader corporate ESG objectives, teaching participants how to build a compelling business case that resonates with senior leadership. A significant differentiator is our focus on collaborative supplier engagement as a catalyst for innovation, rather than just a compliance-checking exercise. By dissecting complex topics like life cycle costing, supply chain transparency, and circular economy principles through interactive case studies and workshops, participants gain the confidence to lead transformative change. This program is not just about understanding sustainable procurement; it is about mastering the skills to build a resilient, ethical, and value-driven supply chain.