



STRATEGIC PROCUREMENT AND CATEGORY MANAGEMENT EXCELLENCE TRAINING COURSE

02 - 06 Nov 2026

BAKU

5100 € (PER PERSON)

REF: #LOG2338_150718



COURSE INTRODUCTION / OVERVIEW:

This comprehensive training course is designed to transform procurement functions from operational cost centers into strategic value drivers. In today's volatile global market, mastering strategic procurement and category management is no longer optional but essential for organizational success and supply chain resilience. This program delves deep into the core principles and advanced techniques that empower professionals to optimize spending, mitigate risks, and foster innovation through effective supplier relationships. Drawing upon foundational concepts from leading academics like Arjan J. van Weele, author of "Purchasing and Supply Chain Management", the course provides a structured framework for developing and implementing robust category strategies. Participants will explore the entire procurement lifecycle, from sophisticated spend analysis and market intelligence to strategic sourcing and supplier performance management. At BIG BEN Training Center, we provide a dynamic learning environment that bridges theory with practical application, ensuring that attendees leave with actionable skills to drive tangible results, enhance profitability, and build a competitive advantage through world-class procurement practices. This course is the definitive guide for professionals seeking to achieve procurement excellence.

TARGET AUDIENCE / THIS TRAINING COURSE IS SUITABLE FOR:

- Procurement Managers and Directors.
- Category Managers and Specialists.
- Sourcing Managers and Analysts.
- Supply Chain Professionals.
- Contract Managers and Administrators.
- Buyers and Purchasing Agents.
- Finance Managers involved in procurement decisions.
- Operations Managers seeking to optimize supply chains.
- Project Managers responsible for procurement activities.
- Professionals aspiring to a career in procurement or supply chain management.



TARGET SECTORS AND INDUSTRIES:

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

TARGET ORGANIZATIONS DEPARTMENTS:

- Procurement and Purchasing Department.
- Supply Chain Management Department.
- Finance and Accounts Department.
- Operations Department.
- Contracts and Legal Department.
- Project Management Office (PMO).
- Strategic Planning Department.
- Risk Management and Compliance Department.



COURSE OFFERINGS:

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

- Develop and implement comprehensive category management strategies.
- Conduct detailed spend analysis to identify cost-saving opportunities.
- Master the strategic sourcing process from market analysis to supplier selection.
- Enhance negotiation skills to secure favorable terms and build strong partnerships.
- Implement effective supplier relationship management (SRM) frameworks.
- Analyze and mitigate risks within the supply chain.
- Manage the entire contract lifecycle effectively.
- Utilize procurement analytics and data to drive informed decision-making.
- Integrate sustainability and ethical considerations into procurement practices.
- Leverage technology to streamline procurement processes and enhance efficiency.

COURSE METHODOLOGY:

The training methodology at BIG BEN Training Center is designed to be highly interactive, engaging, and practical, ensuring that participants can immediately apply their learning in the workplace. We move beyond traditional lectures to create an immersive, experiential learning environment. The course is built on a foundation of expert-led instruction, where complex theories of strategic procurement and category management are broken down into understandable concepts. This is complemented by a series of real-world case studies, allowing participants to analyze challenges and develop solutions in a controlled setting. A significant portion of the training is dedicated to collaborative group discussions and team-based exercises, which encourage peer-to-peer learning and the exchange of diverse perspectives. Practical workshops on topics like negotiation and spend analysis provide hands-on experience. Throughout the course, continuous feedback is provided by the instructor to guide learning and reinforce key skills. This blended approach ensures a deep understanding of both the strategic framework and the tactical execution required for procurement excellence.



COURSE AGENDA (COURSE UNITS):

UNIT ONE: FOUNDATIONS OF STRATEGIC PROCUREMENT

- Introduction to modern procurement and supply management.
- The evolution from tactical purchasing to strategic procurement.
- Understanding the procurement lifecycle and its key stages.
- The role of procurement in achieving organizational objectives.
- Core principles of cost, quality, and value.
- Stakeholder management and internal collaboration.
- Introduction to procurement ethics and governance.

UNIT TWO: THE ART AND SCIENCE OF CATEGORY MANAGEMENT

- Defining category management and its strategic importance.
- The category management process model.
- Conducting comprehensive spend analysis and opportunity assessment.
- Supplier and market analysis techniques.
- Developing robust and actionable category strategies.
- Implementing and managing category plans for long-term value.
- Measuring performance with category-specific KPIs.

UNIT THREE: STRATEGIC SOURCING AND SUPPLIER RELATIONSHIP MANAGEMENT

- The end-to-end strategic sourcing process.
- Developing effective RFx (RFI, RFP, RFQ) documents.
- Advanced negotiation strategies and tactics.
- Supplier evaluation, selection, and onboarding criteria.
- Fundamentals of Supplier Relationship Management (SRM).
- Segmenting the supplier base for strategic focus.
- Collaborative supplier development and innovation programs.



UNIT FOUR: CONTRACT AND RISK MANAGEMENT EXCELLENCE

- Key elements of effective contract management.
- Understanding critical contract clauses and legal terms.
- The contract lifecycle from drafting to closeout.
- Strategies for managing contract compliance and performance.
- Identifying, assessing, and mitigating procurement risks.
- Building supply chain resilience in a volatile environment.
- Developing contingency plans for supply disruptions.

UNIT FIVE: THE FUTURE OF PROCUREMENT AND VALUE CREATION

- Introduction to e-procurement systems and digital transformation.
- Leveraging data analytics and business intelligence in procurement.
- The growing importance of sustainable and ethical sourcing.
- Global sourcing challenges and opportunities.
- Measuring procurement's contribution to the bottom line.
- Developing a roadmap for procurement transformation.
- Final project and action planning for workplace implementation.

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:

How can procurement functions effectively balance the competing priorities of cost reduction, risk mitigation, and driving innovation through supplier collaboration?



WHAT UNIQUE QUALITIES DOES THIS COURSE OFFER COMPARED TO OTHER COURSES?

This course distinguishes itself by moving beyond theoretical frameworks to focus on the strategic application of procurement and category management principles in a real-world context. While many programs cover the "what," we emphasize the "how" and "why," equipping participants with a strategic mindset rather than just a set of tools. The curriculum is uniquely structured to integrate modern challenges such as supply chain resilience, digital transformation, and sustainable sourcing into every module, ensuring the content is not only current but forward-looking. Unlike courses that treat topics in isolation, our program demonstrates the intricate links between spend analysis, category strategy, supplier relationships, and risk management, presenting a holistic view of the value chain. The emphasis on case studies drawn from diverse industries and interactive workshops on negotiation and stakeholder management ensures that learning is practical and immediately applicable. This course is designed to cultivate strategic leaders who can transform a procurement department into a central pillar of organizational competitive advantage and value creation.