# Strategic Procurement and Project Supply Chain Management Training Course



23 - 27 Nov 2026

Vienna

5800 € (Per Person)

Ref: #PMP7069_123965

## Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the critical intersection between procurement, supply chain management, and project success. In today's complex business environment, the ability to strategically manage procurement and supply chains within the project lifecycle is no longer a support function but a core driver of value, efficiency, and competitive advantage. This program is designed to equip professionals with the advanced skills needed to navigate the entire procurement process, from strategic sourcing and supplier selection to contract negotiation and risk management, all tailored to the unique demands of project-based work. Drawing on established principles from leading academics like Dr. Arjan J. van Weele, author of "Purchasing and Supply Chain Management," the course delves into practical methodologies for optimizing costs, ensuring quality, and building resilient supply chains. At BIG BEN Training Center, we have developed a curriculum that bridges theoretical knowledge with real-world application, ensuring participants can immediately implement effective procurement strategies that align with project objectives and deliver measurable results. This course is your definitive guide to mastering the complexities of project procurement and supply chain management.

## Target Audience / This training course is suitable for:

- Project Managers and Project Directors.
- Procurement Managers, Officers, and Specialists.
- Supply Chain and Logistics Managers.
- Contract Managers and Administrators.
- Commercial Managers and Cost Engineers.
- Operations Managers.
- Finance Professionals involved in project budgeting.
- Engineers and Technical Leads with procurement responsibilities.
- Anyone aspiring to a career in project procurement or supply chain management.

## Target Sectors and Industries:

- Construction and Engineering.
- Information Technology and Telecommunications.
- Oil, Gas, and Energy.
- Manufacturing and Industrial Production.
- Pharmaceuticals and Healthcare.
- Aerospace and Defense.
- Consulting and Professional Services.
- Governmental agencies and public sector organizations.
- Non-profit and international development organizations.

## Target Organizations Departments:

- Procurement and Purchasing Department.
- Project Management Office (PMO).
- Supply Chain and Logistics Department.
- Contracts and Commercial Department.
- Operations Management.
- Finance and Accounting.
- Engineering and Technical Services.
- Strategic Planning and Business Development.
- Legal and Compliance Departments.

## Course Offerings:

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

- Develop a robust project procurement plan aligned with overall project goals.
- Implement strategic sourcing techniques to identify and evaluate potential suppliers.
- Master negotiation strategies to secure favorable contract terms and conditions.
- Analyze and manage different types of contracts throughout the project lifecycle.
- Identify, assess, and mitigate risks within the project supply chain.
- Establish key performance indicators (KPIs) to monitor procurement performance.
- Foster effective and collaborative supplier relationships for long-term value.
- Integrate principles of sustainability and ethics into procurement practices.
- Apply digital tools and technologies to streamline procurement processes.
- Manage project logistics and inventory to ensure timely delivery of goods and services.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, engaging, and practical, ensuring that participants gain both theoretical knowledge and hands-on skills. We move beyond traditional lectures to create a dynamic learning environment where active participation is key. The course heavily utilizes real-world case studies and business scenarios, allowing participants to analyze complex procurement challenges and develop viable solutions. Group discussions and collaborative workshops encourage the sharing of diverse experiences and perspectives, enriching the learning process for everyone. Practical exercises, including mock negotiations and contract drafting simulations, provide a safe space to practice and refine critical skills. Our expert instructors facilitate the sessions, providing personalized feedback and guiding participants through complex topics. The program integrates various learning aids, including presentations, videos, and practical toolkits. This blended approach ensures that participants not only understand the concepts of strategic procurement and supply chain management but are also confident in applying them effectively within their own project environments upon completion of the course.

## Course Agenda (Course Units):

### Unit One: Foundations of Strategic Project Procurement

- The strategic role of procurement in project management.
- Understanding the complete project procurement lifecycle.
- Differentiating between procurement, purchasing, and strategic sourcing.
- Key principles of supply chain management in a project context.
- Aligning procurement strategy with project objectives and organizational goals.
- Stakeholder analysis and management in the procurement process.
- Ethical considerations and codes of conduct in procurement.

### Unit Two: Strategic Sourcing and Supplier Management

- Developing a comprehensive sourcing strategy.
- Market analysis and supplier identification techniques.
- Crafting effective Request for Proposal (RFP) and Request for Quotation (RFQ) documents.
- Implementing a structured supplier evaluation and selection process.
- Supplier pre-qualification and due diligence.
- Building and managing a preferred supplier list.
- Fundamentals of Supplier Relationship Management (SRM) for project success.

### Unit Three: Contract Management and Negotiation Excellence

- Understanding different types of contracts (Fixed Price, Cost-Reimbursable, T&M).
- Key legal terms and conditions in procurement contracts.
- The art and science of negotiation planning and preparation.
- Effective negotiation tactics and communication skills.
- Managing contract administration from award to closeout.
- Handling contract changes, claims, and disputes.
- Strategies for successful contract closeout and performance review.

## Unit Four: Supply Chain Risk and Performance Management

- Identifying and assessing risks in the project supply chain.
- Developing risk mitigation and contingency plans.
- Strategies for building supply chain resilience and agility.
- Managing project logistics, transportation, and inventory.
- Defining and tracking Key Performance Indicators (KPIs) for procurement.
- Techniques for cost reduction and value analysis.
- Conducting procurement audits and performance reporting.

## Unit Five: Modern Trends in Project Procurement

- The impact of digital transformation on procurement (e-procurement, analytics).
- Introduction to sustainable and green procurement practices.
- Applying agile and lean principles to project procurement.
- Global sourcing challenges and opportunities.
- Managing procurement in complex, multi-project environments.
- The future of procurement and supply chain management.
- Developing a personal action plan for implementing new skills.

# 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 leaders effectively balance the drive for cost reduction with the growing strategic importance of supply chain resilience and sustainability in high-stakes projects?

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

This training course distinguishes itself by its dedicated focus on the integration of procurement and supply chain principles specifically within the project management framework, a niche often overlooked by generic supply chain programs. While other courses may cover procurement or project management separately, our curriculum is meticulously designed to address the unique challenges that arise at their intersection, such as aligning procurement timelines with project milestones and managing supplier relationships in a temporary project environment. The program places a strong emphasis on proactive risk management, equipping participants with practical frameworks to build resilient supply chains capable of withstanding the volatility inherent in complex projects. Furthermore, the course is forward-looking, incorporating modules on digital transformation, agile procurement, and sustainability, ensuring that participants are prepared not just for today's challenges but for the future of the profession. The content moves beyond theoretical models to provide actionable strategies and tools, facilitated through case studies and simulations that mirror real-world project scenarios, ensuring a higher degree of practical application and mastery.