Strategic Sourcing for Construction and Infrastructure Training Course

23 - 27 Nov 2026

Munich

5100 € (Per Person)

Ref: #PSC5774_138995

Course Introduction / Overview:

This intensive training course provides a comprehensive framework for mastering strategic sourcing within the unique context of construction and infrastructure projects. Unlike generic procurement training, this program delves into the specific complexities of the sector, including long project lifecycles, high-value capital expenditure, intricate supply chains, and significant risk factors. Participants will explore advanced concepts beyond simple cost-cutting, focusing on value creation, risk mitigation, and building resilient supplier partnerships. The curriculum is informed by leading industry practices and academic insights, such as the principles outlined in works like "Construction Procurement" by Alan Griffith, which emphasizes the integration of procurement with overall project strategy. Esteemed academic Peter E.D. Love has extensively researched the impact of effective procurement on project outcomes, and this course translates such critical research into actionable strategies. BIG BEN Training Center has designed this program to equip professionals with the tools to navigate complex tendering processes, negotiate robust contracts, and manage supplier performance effectively, ensuring projects are delivered on time, within budget, and to the required quality standards. This course is the definitive guide to transforming procurement from a transactional function into a strategic competitive advantage for any construction or infrastructure endeavor.

Target Audience / This training course is suitable for:

- Procurement Managers and Specialists.
- Project Managers and Project Directors.
- Contracts Managers and Administrators.
- Quantity Surveyors and Cost Engineers.
- Supply Chain and Logistics Managers.
- Commercial Managers.
- Construction and Site Managers.
- Engineers and Technical Leads involved in procurement decisions.
- Finance professionals overseeing project budgets.

Target Sectors and Industries:

- General and Specialized Construction.
- Civil Engineering and Infrastructure Development.
- Real Estate and Property Development.
- Oil, Gas, and Energy Projects.
- Utilities and Telecommunications Infrastructure.
- Mining and Natural Resources.
- Governmental bodies and Public Works agencies.
- Transportation (Road, Rail, Airports, and Ports).

Target Organizations Departments:

- Procurement and Sourcing Department.
- Project Management Office (PMO).
- Contracts and Legal Department.
- Engineering and Design Department.
- Finance and Commercial Department.
- Operations and Site Management.
- Supply Chain and Logistics.

Course Offerings:

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

- Develop comprehensive strategic sourcing plans tailored for large-scale construction projects.
- Master the end-to-end tendering and bidding process, from RFx creation to bid evaluation.
- Analyze and mitigate procurement risks inherent in the construction industry.
- Implement effective supplier relationship management (SRM) and performance tracking.
- Negotiate favorable terms and conditions for complex construction contracts.
- Apply total cost of ownership (TCO) principles to enhance value for money.
- Integrate sustainability and ethical considerations into the sourcing strategy.
- Leverage e-procurement and digital technologies to streamline procurement operations.
- Manage subcontractor and key material supplier selection with strategic foresight.

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 the workplace. This course moves beyond theoretical lectures to immerse attendees in real-world scenarios specific to the construction and infrastructure sectors. The learning experience is built upon a foundation of expert-led instruction, interactive group discussions, and collaborative problem-solving workshops. A significant portion of the course is dedicated to the analysis of detailed case studies drawn from major international construction and infrastructure projects, allowing participants to dissect successes and failures in a controlled environment. Role-playing exercises, particularly in contract negotiation and supplier dispute resolution, will provide a safe space to practice and refine critical skills. Participants will work in teams on simulated sourcing projects, from developing a category strategy to evaluating complex bids, fostering teamwork and peer-to-peer learning. Continuous feedback from the instructor and a focus on practical toolkits and templates will ensure that every participant leaves with tangible assets to improve their professional practice.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Sourcing in Construction

- The Strategic Role of Procurement in Project Success.
- Differences Between Tactical Purchasing and Strategic Sourcing.
- Market Analysis and Category Management for Construction Materials and Services.
- Understanding the Construction Supply Chain Ecosystem.
- Key Performance Indicators (KPIs) for Construction Procurement.
- Legal and Regulatory Frameworks in Public and Private Sector Projects.
- Stakeholder Management and Alignment in the Sourcing Process.

Unit Two: The Strategic Sourcing and Tendering Process

- Developing a Robust Sourcing Strategy and Plan.
- The Request for Information, Proposal, and Quotation (RFx) Process.
- Crafting Effective Specifications and Scopes of Work.
- Supplier Discovery, Prequalification, and Vetting.
- Advanced Bid Evaluation Techniques and Criteria Weighting.
- Conducting Transparent and Effective Pre-Bid Meetings.
- Managing the Tendering Timeline and Communication Protocols.

Unit Three: Contract Negotiation and Supplier Management

- Fundamentals of Construction Contract Law.
- Key Clauses in Construction Contracts (e.g., FIDIC, NEC).
- Strategies and Tactics for Effective Contract Negotiation.
- Developing a Supplier Relationship Management (SRM) Framework.
- Performance-Based Contracting and Scorecarding.
- Managing Variations, Claims, and Dispute Resolution.
- Building Long-Term Strategic Alliances with Key Suppliers.

Unit Four: Advanced Cost, Risk, and Sustainability Management

- Total Cost of Ownership (TCO) and Value Engineering.
- Identifying and Mitigating Procurement Risks in Construction.
- Strategies for Managing Price Volatility in Commodities and Materials.
- Implementing Sustainable and Green Procurement Practices.
- Ethical Sourcing and Corporate Social Responsibility (CSR).
- Global Sourcing Challenges and Opportunities for Infrastructure Projects.
- Developing Supply Chain Resilience and Contingency Plans.

Unit Five: Technology and Future Trends in Construction Procurement

- The Role of E-Procurement Platforms and Reverse Auctions.
- Integrating Building Information Modeling (BIM) with Procurement.
- Data Analytics and Spend Analysis for Informed Decision-Making.
- The Impact of Lean and Agile Principles on Construction Sourcing.
- Future of Procurement: AI, Blockchain, and Automation.
- Change Management for Implementing New Procurement Processes.
- Developing a Personal Action Plan for Strategic Improvement.

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 construction procurement leaders balance the drive for lowest-cost sourcing with the increasing need for supply chain resilience and sustainability in large-scale infrastructure projects?

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

This course distinguishes itself by moving beyond generic procurement theory to offer a specialized, in-depth focus exclusively on the construction and infrastructure sectors. While many programs teach sourcing principles, this training course is meticulously designed to address the unique variables of this industry, such as complex multi-tier supply chains, long-lead item procurement, subcontractor management, and the nuances of project-based contracting models like FIDIC and NEC. The curriculum emphasizes a strategic, value-driven approach over a purely transactional one, equipping participants with sophisticated tools for total cost of ownership analysis, advanced risk mitigation, and value engineering. Another key differentiator is the practical application through sector-specific case studies of major global projects, allowing participants to analyze real-world challenges and solutions. The course content is forward-looking, integrating contemporary issues such as the role of digitalization and BIM in procurement, the growing importance of sustainable and ethical sourcing, and strategies for building supply chain resilience in a volatile global market. It provides a holistic perspective, connecting procurement decisions directly to overall project success, profitability, and stakeholder satisfaction.