Strategic Procurement and Executive Leadership Training Course

21 - 25 Dec 2026

Munich

5100 € (Per Person)

Ref: #PSC6116_133974

Course Introduction / Overview:

This course is designed to transform procurement professionals into strategic business leaders. In today's volatile global market, procurement has evolved far beyond a transactional function into a critical driver of innovation, value creation, and competitive advantage. This program delves into the executive-level competencies required to lead a modern procurement organization effectively. We will explore advanced concepts in strategic sourcing, supply chain risk management, and digital transformation, moving beyond traditional cost-saving metrics to focus on total value contribution. Drawing on principles from thought leaders like Arjan van Weele and concepts from his seminal work, "Purchasing and Supply Chain Management," participants will learn to align procurement strategies with overarching corporate objectives. This intensive training from BIG BEN Training Center provides a comprehensive framework for developing the financial acumen, negotiation prowess, and change management skills necessary to navigate complex supplier ecosystems and build resilient, future-proof supply chains. Participants will leave equipped not just with new knowledge, but with a strategic mindset to elevate their function and their career.

Target Audience / This training course is suitable for:

- Chief Procurement Officers (CPOs).
- Procurement Directors and Heads of Procurement.
- Senior Purchasing and Sourcing Managers.
- Supply Chain and Logistics Directors.
- Category and Commodity Managers.
- Operations and Finance Executives involved in procurement decisions.
- Professionals aspiring to senior leadership roles in procurement and supply chain.
- Contract Managers and Supplier Relationship Managers.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Construction and Engineering.
- Energy, Oil, and Gas.
- Financial Services and Banking.
- Governmental agencies and public sector organizations.
- Logistics and Transportation.

Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management.
- Strategic Sourcing and Category Management.
- Finance and Accounting.
- Operations Management.
- Project Management Offices.
- Legal and Contract Management.
- Risk Management and Compliance.

Course Offerings:

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

- Develop and implement a robust procurement strategy aligned with corporate goals.
- Master advanced negotiation techniques for high-stakes contracts and partnerships.
- Lead digital transformation initiatives within the procurement function.
- Implement sophisticated supplier relationship management (SRM) frameworks.
- Analyze and mitigate complex risks across the global supply chain.
- Utilize financial data to make informed, value-driven procurement decisions.
- Drive sustainable and ethical sourcing practices within their organizations.
- Build and lead high-performing, agile procurement teams.
- Champion the value of procurement to executive stakeholders.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, immersive, and practical, ensuring that participants can immediately apply their learning in a professional context. We move beyond traditional lectures to foster a dynamic learning environment built on a blend of expert-led instruction, real-world case study analysis, and collaborative group work. Participants will engage in simulated high-stakes negotiation scenarios, team-based problem-solving exercises focused on supply chain disruptions, and strategic planning workshops. The course emphasizes peer-to-peer learning, allowing experienced professionals to share insights and best practices. Interactive sessions, facilitated discussions, and Q&A segments ensure that complex topics are thoroughly understood. Continuous feedback is provided by the instructor to guide learning and skill development. This hands-on approach guarantees a comprehensive understanding of both the theoretical frameworks and the practical application of executive procurement leadership skills.

Course Agenda (Course Units):

Unit One: The Strategic Mandate of the Modern Procurement Leader

- The evolution from tactical purchasing to strategic value creation.
- Aligning procurement strategy with overall business objectives.
- Corporate governance, ethics, and social responsibility in procurement.
- Developing a procurement center of excellence (CoE).
- Key performance indicators (KPIs) beyond cost savings.
- Stakeholder management and influencing executive leadership.
- Building a compelling business case for procurement initiatives.

Unit Two: Advanced Strategic Sourcing and Category Management

- Deep dive into the strategic sourcing process.
- Advanced market analysis and supplier intelligence gathering.
- Developing and executing sophisticated category strategies.
- Total Cost of Ownership (TCO) and value analysis models.
- Global sourcing strategies and managing international suppliers.
- Leveraging technology for sourcing and spend analysis.
- Supplier segmentation and portfolio management.

Unit Three: Executive Negotiation and Strategic Supplier Relationships

- Advanced negotiation principles and psychological tactics.
- Negotiating complex contracts and multi-year agreements.
- Building and managing strategic alliances and partnerships.
- Supplier Relationship Management (SRM) frameworks and implementation.
- Conducting effective supplier performance reviews and development programs.
- Conflict resolution and managing difficult supplier conversations.
- Collaborative innovation with strategic suppliers.

Unit Four: Financial Acumen and Supply Chain Risk Management

- Understanding financial statements and their impact on procurement.
- Developing cost models and should-cost analysis.
- Procurement's role in working capital and cash flow management.
- Identifying, assessing, and quantifying supply chain risks.
- Strategies for mitigating geopolitical, operational, and financial risks.
- Building supply chain resilience and business continuity planning.
- Contractual risk mitigation and legal considerations.

Unit Five: Leading Transformation and the Future of Procurement

- Leading digital transformation in procurement (e-procurement, AI, blockchain).
- Change management principles for procurement teams.
- Developing talent and building a high-performance procurement organization.
- Fostering a culture of innovation and continuous improvement.
- The growing importance of sustainability in the supply chain.
- Predictive analytics and data-driven decision-making.
- The future role of the Chief Procurement Officer (CPO).

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 geopolitical volatility and digital disruption, how can a procurement leader balance the traditional mandate of cost savings with the emerging imperatives of supply chain resilience and sustainability?

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

This course distinguishes itself by adopting an executive leadership perspective, moving beyond the operational mechanics of procurement to cultivate strategic thinking. Unlike programs that focus narrowly on tactical skills, this curriculum integrates critical business disciplines such as finance, risk management, and change leadership, reflecting the true cross-functional nature of a modern Chief Procurement Officer's role. We emphasize a forward-looking approach, dedicating significant time to the challenges and opportunities of digital transformation, sustainability, and supply chain resilience. The content is built around complex, real-world case studies rather than abstract theories, forcing participants to grapple with the same ambiguities and pressures they face in their roles. The focus is on developing judgment and strategic foresight, enabling leaders to not only manage the procurement function of today but to design the agile, value-driven procurement organization of tomorrow. It is a holistic development experience designed to create strategic business partners, not just functional managers.