# Procurement Analytics and Data-Driven Decision-Making Training Course



23 - 27 Nov 2026

California

7900 € (Per Person)

Ref: #PSC8519_133910

## Course Introduction / Overview:

This course provides a comprehensive exploration of procurement analytics, transforming raw data into strategic intelligence for impactful decision-making. In today's volatile global market, the ability to leverage data is no longer an advantage but a necessity for creating resilient and efficient supply chains. This program is designed to equip professionals with the skills to move beyond traditional procurement practices and embrace a data-centric approach. As highlighted by the renowned academic Thomas H. Davenport in his influential work "Competing on Analytics", organizations that embed analytics into their core processes gain a significant competitive edge. This training course delves into the practical application of these principles within the procurement function. Participants will learn to conduct sophisticated spend analysis, model supplier performance, and forecast market trends with high accuracy. BIG BEN Training Center has structured this curriculum to bridge the gap between theoretical knowledge and real-world application, ensuring that every concept is linked to tangible business outcomes, such as cost reduction, risk mitigation, and enhanced supplier relationships. We will cover the entire lifecycle of procurement analytics, from data collection and cleansing to advanced predictive modeling and strategic implementation, empowering you to lead your organization's data-driven transformation.

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

- Procurement Managers and Directors.
- Supply Chain Analysts and Specialists.
- Sourcing and Category Managers.
- Data Analysts working with procurement data.
- Finance Professionals involved in cost management.
- Operations Managers seeking to optimize supply chains.
- Contract Managers and Administrators.
- IT Professionals supporting procurement systems.
- Anyone aspiring to a leadership role in procurement or supply chain management.

## Target Sectors and Industries:

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

## Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management Departments.
- Finance and Accounts Payable Departments.
- Operations and Production Departments.
- Strategic Sourcing and Category Management Teams.
- Information Technology (IT) Departments.
- Risk Management and Compliance Departments.
- Internal Audit Departments.

## Course Offerings:

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

- Master the fundamentals of procurement analytics and its strategic importance.
- Develop and execute comprehensive spend analysis to identify savings opportunities.
- Utilize data visualization techniques to create insightful procurement dashboards.
- Apply statistical models for supplier performance evaluation and risk assessment.
- Implement predictive analytics for demand forecasting and price trend analysis.
- Optimize procurement processes using data-driven insights and methodologies.
- Build a robust data governance framework for procurement data.
- Communicate analytical findings effectively to stakeholders to drive decisions.
- Leverage technology and analytics to enhance negotiation strategies.
- Develop a strategic roadmap for implementing a data-driven procurement culture.

## 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. We believe that adult learning is most effective when it combines expert instruction with hands-on experience. Therefore, this course moves beyond traditional lectures to incorporate a blend of learning techniques. Sessions will feature real-world case studies from various industries, allowing participants to analyze complex procurement challenges and develop data-driven solutions. Interactive workshops and group exercises will foster collaborative problem-solving and the exchange of diverse perspectives. Participants will work with sample datasets to practice key analytical techniques, from spend analysis to building predictive models. Our expert instructors facilitate dynamic discussions and provide personalized feedback throughout the course. The program emphasizes a "learn-by-doing" approach, where participants build a portfolio of analytical models and reports. This immersive learning environment ensures a deep understanding of the concepts and builds the confidence needed to lead procurement analytics initiatives within their own organizations.

## Course Agenda (Course Units):

### Unit One: Foundations of Procurement Analytics

- Introduction to data-driven procurement.
- The strategic role of analytics in the procurement lifecycle.
- Understanding key data sources for procurement.
- Principles of data quality, cleansing, and preparation.
- Establishing key performance indicators (KPIs) for procurement.
- Overview of descriptive, diagnostic, predictive, and prescriptive analytics.
- Ethical considerations and data governance in procurement analytics.

### Unit Two: Core Analytical Techniques for Procurement

- Mastering spends analysis and opportunity assessment.
- Supplier segmentation and rationalization using data.
- Total Cost of Ownership (TCO) modeling and analysis.
- Analyzing procurement process efficiency and cycle times.
- Contract analytics for compliance and value leakage.
- Techniques for analyzing purchase price variance (PPV).
- Building effective procurement dashboards and reports.

### Unit Three: Advanced and Predictive Analytics

- Introduction to predictive modeling for procurement.
- Demand forecasting techniques for inventory optimization.
- Predictive analytics for commodity price fluctuations.
- Supplier risk scoring and predictive risk mitigation.
- Using machine learning for category management and sourcing.
- Fraud detection analytics in procurement transactions.
- Optimizing negotiation strategies with data-driven insights.

## Unit Four: Data Visualization and Storytelling

- Principles of effective data visualization for procurement.
- Choosing the right charts and graphs for your data.
- Building interactive dashboards using common tools.
- The art of storytelling with data to influence stakeholders.
- Presenting complex analytical findings to non-technical audiences.
- Developing a compelling business case based on data.
- Workshop on creating an executive-level procurement performance report.

## Unit Five: Implementing a Data-Driven Procurement Strategy

- Developing a roadmap for an analytics-driven procurement function.
- Change management for fostering a data-centric culture.
- Evaluating and selecting procurement analytics technologies.
- Integrating analytics into the strategic sourcing process.
- Measuring the ROI of procurement analytics initiatives.
- The future of procurement: AI, blockchain, and big data.
- Final project presentation on a real-world case study.

# 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:

As procurement becomes increasingly automated with AI and predictive analytics, how can organizations ensure that the crucial elements of human intuition and ethical judgment in supplier relationships are preserved and enhanced, rather than diminished?

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

This course distinguishes itself by focusing on the strategic application of analytics rather than merely teaching the technical functionalities of specific software. While many programs concentrate on tools, we emphasize the cognitive skills required to translate data into actionable procurement strategy. Our curriculum is built around a holistic framework that integrates data analysis with critical business disciplines such as finance, risk management, and negotiation. We move beyond basic spend analysis to explore advanced topics like predictive risk modeling and the application of machine learning in strategic sourcing, preparing participants for the future of the profession. The course content is enriched with cross-industry case studies, providing a broad perspective on how different sectors leverage data to overcome unique challenges. Furthermore, a significant portion of the program is dedicated to data storytelling and stakeholder influence, recognizing that the most brilliant analysis is ineffective
if it cannot be communicated persuasively. Participants leave not just as data analysts, but as strategic advisors capable of building a compelling business case and driving a data-centric culture within their organizations.