# Strategic Vendor Management and Procurement Training Course



02 - 06 Nov 2026

Munich

5100 € (Per Person)

Ref: #TDD7303_190510

## Course Introduction / Overview:

This course provides a comprehensive framework for mastering the complexities of modern procurement and vendor management. In today's dynamic global market, moving beyond transactional purchasing to strategic supplier relationships is crucial for organizational success. This program is designed to equip professionals with the skills to develop and implement robust procurement strategies, manage the entire vendor lifecycle, and cultivate partnerships that drive value and innovation. We will explore foundational concepts and advanced techniques, drawing on established methodologies like Peter Kraljic's purchasing portfolio matrix, a cornerstone of strategic supply management discussed in his influential work. Participants will learn to navigate challenges such as supply chain disruptions, cost volatility, and the increasing demand for ethical and sustainable sourcing. The curriculum, developed by experts at BIG BEN Training Center, integrates theoretical knowledge with practical application, ensuring that attendees can immediately apply what they learn to reduce costs, mitigate risks, and enhance supplier performance. This is not just a course on purchasing; it is a deep dive into building a strategic advantage through superior vendor management and procurement excellence.

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

- Procurement Managers and Officers.
- Supply Chain and Logistics Professionals.
- Contract Administrators and Managers.
- Project Managers responsible for sourcing.
- Operations Managers.
- Finance Managers and Controllers.
- Business Owners and Senior Executives.
- Anyone involved in the purchasing or vendor selection process.

## Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Construction and Engineering.
- Retail and Consumer Goods.
- Banking, Finance, and Insurance Services.
- Government Agencies and Public Sector Organizations.
- Hospitality and Service Industries.

## Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management Departments.
- Operations and Production Departments.
- Finance and Accounting Departments.
- Project Management Offices.
- Legal and Compliance Departments.
- Information Technology Departments.
- Human Resources Departments.

## Course Offerings:

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

- Develop a comprehensive strategic sourcing and procurement plan.
- Master the process of vendor identification, evaluation, and selection.
- Conduct effective contract negotiations that protect organizational interests.
- Implement robust vendor performance management systems using key metrics.
- Build and maintain collaborative and long-term supplier relationships.
- Identify, assess, and mitigate risks within the supply chain.
- Understand the legal and ethical considerations in procurement.
- Leverage technology to streamline procurement processes.
- Analyze spending patterns to identify opportunities for cost savings.
- Champion sustainable and ethical sourcing practices within their organization.

## Course Methodology:

The training methodology for this course is designed to be highly interactive, practical, and engaging, ensuring participants gain tangible skills they can apply immediately in their roles. At BIG BEN Training Center, we believe in learning by doing. The program moves beyond traditional lectures to incorporate a blended learning approach. This includes in-depth presentations, expert-led discussions on core procurement principles, and analysis of real-world case studies from various industries. A significant portion of the course is dedicated to hands-on activities, such as group workshops where participants will develop vendor scorecards and sourcing strategies. Interactive role-playing sessions will simulate complex contract negotiations, allowing for practice and immediate feedback in a controlled environment. Participants will work in teams on practical exercises, fostering collaboration and peer-to-peer learning. The facilitator will provide continuous guidance and personalized feedback to help each participant master the concepts and build confidence in their strategic procurement capabilities. This immersive approach ensures a deep and lasting understanding of vendor and procurement management.

## Course Agenda (Course Units):

### Unit One: Foundations of Strategic Procurement

- The Evolution from Tactical Purchasing to Strategic Procurement.
- The Complete Procurement Lifecycle and Process Flow.
- Understanding Supplier Relationship Management (SRM) Principles.
- Introduction to Peter Kraljic's Portfolio Matrix for Supplier Segmentation.
- Aligning Procurement Strategy with Overall Business Objectives.
- Key Performance Indicators (KPIs) in Procurement.
- Ethical Considerations and Codes of Conduct in Sourcing.

### Unit Two: The Strategic Sourcing and Selection Process

- Conducting Market Analysis and Supplier Research.
- Developing Effective Scopes of Work (SOW) and Specifications.
- Creating and Managing Requests for Information (RFI), Proposals (RFP), and Quotations (RFQ).
- Establishing Objective Vendor Evaluation and Scoring Criteria.
- The Due Diligence Process for Potential Suppliers.
- Making the Final Vendor Selection and Award Decision.
- Communicating with Successful and Unsuccessful Bidders.

### Unit Three: Contract Negotiation and Management

- Fundamentals of Commercial Contract Law.
- Key Contract Clauses: Liabilities, Indemnities, and Termination.
- Preparing for and Planning a Negotiation Strategy.
- Effective Negotiation Tactics and Communication Skills.
- Managing Contract Administration and Compliance.
- Handling Contractual Disputes and Resolutions.
- Strategies for Contract Renewal and Renegotiation.

## Unit Four: Supplier Relationship and Performance Management

- Developing a Framework for Supplier Relationship Management.
- Techniques for Building Collaborative and Strategic Partnerships.
- Creating and Implementing Supplier Performance Scorecards.
- Conducting Effective Supplier Business Reviews.
- Managing and Improving Underperforming Suppliers.
- Strategies for Supplier Development and Innovation.
- Conflict Resolution in Vendor Relationships.

## Unit Five: Advanced Procurement and Future Trends

- Advanced Cost Reduction and Value Analysis Techniques.
- Supply Chain Risk Identification and Mitigation Strategies.
- Implementing Sustainable and Green Procurement Policies.
- The Role of Technology: E-Procurement and Digital Transformation.
- Data Analytics and Business Intelligence in Procurement.
- Global Sourcing: Opportunities and Challenges.
- Capstone Simulation: Managing a Complex Procurement Project from Start to Finish.

# 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:

Beyond cost savings and efficiency, how can strategic vendor management become a primary driver of innovation and competitive advantage for an organization in the next decade?

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

This course distinguishes itself by adopting a holistic and strategic perspective on procurement, moving far beyond the transactional mechanics of purchasing. While other programs may focus narrowly on process, our curriculum emphasizes the development of strategic partnerships that create long-term value. We delve into the nuanced art of supplier relationship management, teaching participants not just how to evaluate vendors, but how to cultivate them as partners in innovation. The course integrates advanced concepts such as supply chain risk mitigation, sustainable sourcing, and the digital transformation of procurement, ensuring participants are prepared for the challenges of tomorrow. A key differentiator is our heavy reliance on practical application; through negotiation role-plays, real-world case study analysis, and a capstone simulation, participants build tangible skills and decision-making confidence. The content is designed to be immediately applicable, providing frameworks and tools that can be implemented to drive measurable results, making it an investment in creating a true competitive advantage for your organization.