

Course Overview:

Advanced Procurement Negotiation

Course Objective:

Advanced Procurement Negotiation

Course Outline:

- Strategic Sourcing: Critical Elements and keys to success.
- Strategic Sourcing as compared with tactical or transactional sourcing.
- The importance of Strategic Sourcing.
- The Strategic Sourcing Process.
- Develop a Strategic Sourcing Plan.
- Procurement Analysis and Classification.
- Evaluate and Prioritize Commodities.
- Strategic Cost Management.
- Principles of Cost and Value Management.
- Understanding the Total Cost of Ownership (TCO).
- How to use Earned Value Management techniques.
- Purchasing Analysis Tools and Techniques.
- Advanced Negotiations.
- Contracting.
- The importance of Supplier Performance Management.

Who Should Attend:

Advanced Procurement Negotiation

Training Language:

Arabic

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation