



# Strategic Procurement & Contract Management

## 1-Day Introduction Course

### Do You Want To.....

- Bring your knowledge to the next level with Strategic Procurement
- Understand the relationship between profit, cost, price and how value creation improves your organisational bottom line results
- Discover useful tools to enhance your negotiation strategy and deliver better deal outcomes

### Who Should Attend

- Supply Chain Professionals, Project or Category Managers or Leaders who are interested in the Procurement Best Practices.



## Learning Objectives & Benefits

This course provides you an introduction of Strategic Procurement and Contract management. To enable

strategic objectives, we will deepen your knowledge in what value creation is and what the ingredients are to be successful with Strategic Procurement and Contract Management .

We will first get a common ground on basic foundational theory of value, profit, cost, price and procurement process. Where we progress further in how to manage strategic procurement aspects on front end loading of the procurement activities on strategy, structuring, negotiations and manage the successful outcomes of contracts. A differentiated approach and fit for purpose in any organizational setting.

## Course Outline

**Module 1. Value , Cost and Price — Supply Chain as value driver for profitable cash flow growth,**

What's Value | Profit, Price and Costs | Total Cost of Ownership

**Module 2. Value Steps — A structured approach to be successful to deliver successful outcomes,**

Procurement Process | Strategic Procurement | Fit-For-Purpose

**Module 3. Tool Box — Manage opportunity, risk and value with well defined tools,**

Risk Management | Total Cost of Ownership model | Playbook & Legal Frame

**Module 4. Practice the Learning — A real world case study to bring the learning alive.**

## Course Delivery

This is a highly interactive course, which will include plenty of short case examples and real life illustrations, which will help to reinforce the learning concepts and outcomes.

## About The Trainers

Our trainers & coaches are independent senior experience Commercial, Finance, Legal managers with on average 20+ year active involvement in leading Commercial & Contract Management with large industrial and wholesale companies across the world.

## Course Locations

Houston, Buenos Aires, Paris, Rotterdam, Dubai, Singapore, Perth or contact us to plan an in-house course.

## Where to Register & Enrol and More Information (Price & Dates/Locations)

[BloomingContracts.com/strategic-procurement-contract-management](https://BloomingContracts.com/strategic-procurement-contract-management)

GT&C of Course Delivery: [BloomingContracts.com/Courses/tc-of-course-delivery](https://BloomingContracts.com/Courses/tc-of-course-delivery)