Procurement Management Training

Duration: **1 Day**

BİLGİNÇ IT Academy
info@bilginc.com
bilginc.com

Overview

Procurement is not just a transactional function; it is a strategic capability that directly affects operational efficiency and profitability. This training is designed to provide participants with in-depth knowledge on managing procurement processes from a strategic, financial, and operational standpoint.

Through real-world examples and interactive sessions, participants will learn how to manage supplier relationships, negotiate effectively, evaluate contracts, and utilize procurement as a competitive advantage.

Who Should Attend

- Procurement professionals and supply chain managers
- Mid to senior-level managers involved in purchasing decisions
- Employees aspiring to specialize in procurement
- Anyone interested in efficient and strategic resource acquisition

What You Will Learn

- Strategic perspective on procurement management
- Process optimization and cost control techniques
- Strong negotiation, communication & persuasion skills
- Understanding digital procurement tools and platforms
- Legal awareness in contract drafting & supplier agreements
- Ability to monitor, measure, and report procurement performance

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Outline

- Procurement Needs & Demand Management
- Strategic Procurement and Value Chain Integration
- Digital Procurement Tools and Trends
- Communication & Negotiation Techniques
- Total Cost of Ownership (TCO) Management
- Financial Evaluation and Risk Analysis
- Core Purchasing Techniques
- Request for Proposal (RFP) & Supplier Selection
- Contract Drafting and Legal Management
- Supplier Evaluation & Performance Monitoring
- Procurement KPIs and Metrics
- Reporting to Executive Management