



# دورة إتقان المشتريات الأطلاقية وسلاسل التوريد المستدامة



**AGILE LEADERS**  
Training Center

26 - 30 Jan 2027  
ميلان



## دورة إتقان المشتريات الأخلاقية وسلاسل التوريد المستدامة

الرجوع: 36332\_24800 التاريخ: 26 - 30 Jan 2027 الموقع: ميلان الرسوم: Euro 5700

### Course Overview:

This course equips professionals with the essential skills needed to excel in the modern procurement and supply chain landscape. It emphasizes ethical procurement practices, sustainable sourcing techniques, and the critical importance of value for money in procurement decisions. Participants will explore sustainable supply chain management, ethical supply chain strategies, and procurement and supply ethics, focusing on applying ethical sourcing methods and codes of ethics to real-world procurement challenges. The course also covers vital areas such as supplier performance management, procurement value engineering, conflict of interest resolution, and zero defects in procurement. By the course's end, participants will master procurement operational performance, reduce procurement cycle times, and optimize sourcing processes to deliver sustainable procurement solutions that drive value across their organizations.

### Target Audience:

- Procurement Managers
- Supply Chain Coordinators
- Sustainability Officers
- Purchasing Agents
- Procurement Analysts
- Supply Chain and Procurement Professionals looking to specialize in sustainable and ethical practices

### Targeted Organizational Departments:

- Procurement and Purchasing
- Supply Chain Management
- Compliance and Ethics
- Corporate Social Responsibility CSR
- Quality Assurance
- Supplier Relationship Management

### Targeted Industries:

- Manufacturing
- Retail
- Healthcare
- Technology
- Government and Public Sector
- Energy and Utilities
- Non-profit Organizations

## Course Offerings:

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

- Implement ethical procurement practices and ensure sustainable supply chain management.
- Develop and enforce codes of ethics in procurement.
- Analyze and improve procurement operational performance through supplier evaluation techniques.
- Address conflict of interest in procurement and ensure compliance with ethical standards.
- Measure and reduce procurement cycle times, ensuring timely delivery of high-quality supplies.

## Training Methodology:

This course will utilize a blended learning approach, combining theoretical concepts with practical application. It includes case studies, group discussions, and hands-on exercises to optimize procurement. Interactive sessions will focus on conflict resolution and improving procurement performance. The training also features e-learning modules on ethical standards and sustainable supply chain strategies, along with group projects on sustainable procurement solutions and supplier performance management.

## Course Toolbox:

- Detailed ebooks on ethical procurement practices
- Checklists for supplier performance management
- Templates for procurement and supply KPI development
- Case studies on sustainable sourcing techniques

## Course Agenda:

### Day 1: Introduction to Procurement and Supply Chain Fundamentals

- Understanding Different Sectors of Procurement and Supply Topic 1:
- Techniques to Achieve Added Value in Procurement Topic 2:
- Defining Value for Money in Procurement Topic 3:
- Applying the Five Rights to Procurement Products and Services Topic 4:
- Introduction to Lifetime Costs and Their Importance Topic 5:
- Identifying the Role of Efficiency and Effectiveness in Procurement Success Topic 6:
- Review of Procurement Fundamentals and Key Takeaways from Added Value Reflection & Review: Concepts



## Day 2: Value for Money and Quality in Procurement

- Exploring Economies of Scale vs. Quality of Product/Service Topic 1: •
- Value Engineering and Value Analysis Techniques Topic 2: •
- Defining and Achieving Quality in Procurement Topic 3: •
- Introduction to Quality Assurance and Zero Defects in Procurement Topic 4: •
- Techniques for Assessing the Quality of Supplies Products and Services Topic 5: •
- Securing Required Quantities within Required Timescales Topic 6: •
- Key Strategies for Maximizing Value for Money and Ensuring Quality Standards Reflection & Review: •

## Day 3: Sourcing Processes and Supplier Management

- Establishing Procurement Needs and Liaison with Users/Customers Topic 1: •
- The Make or Buy Decision and Its Role in Procurement Topic 2: •
- Creating Effective Specifications for Products and Services Topic 3: •
- Approaches to Surveying the Market and Supplier Appraisal Topic 4: •
- Techniques for Inviting and Assessing Quotations and Tenders Topic 5: •
- Measuring Supplier Performance and Utilizing E-Sourcing Technologies Topic 6: •
- Insights into Sourcing Processes and Supplier Relationship Optimization Reflection & Review: •

## Day 4: Ethical Procurement and Codes of Conduct

- The Importance of the CIPS Code of Conduct in Procurement Topic 1: •
- Promoting the Eradication of Unethical Business Practices Topic 2: •
- The Role and Use of Codes of Ethics in Procurement Topic 3: •
- Monitoring Stakeholders to Uphold Codes of Ethics Topic 4: •
- Managing and Addressing Conflicts of Interest in Procurement Topic 5: •
- Ensuring Compliance with Laws and Regulations in Ethical Procurement Topic 6: •
- Ethical Considerations and Codes of Conduct in Procurement Practices Reflection & Review: •

## Day 5: Enhancing Operational Performance and Budget Control

- Recognizing and Improving Customer Service in Procurement Topic 1: •
- Methods to Evaluate and Improve Customer and Stakeholder Satisfaction Topic 2: •
- Measuring and Reducing Cycle Times for Sourcing Processes Topic 3: •
- Analyzing Departmental Budgets and Understanding Variances Topic 4: •
- Developing Action Plans for Performance and Budget Improvement Topic 5: •
- Methods for Controlling Budgets and Mitigating Future Variances Topic 6: •
- Final Review of Procurement Operational Performance and Budget Control Reflection & Review: •
- Techniques

## How This Course is Different from Other Courses:

This course stands out by integrating a complete focus on both ethical procurement practices and sustainable supply chain strategies. Unlike traditional procurement courses, this program emphasizes real-world application of CIPS ethical standards and provides participants with actionable insights into reducing procurement cycle times and optimizing sourcing processes. It also includes unique elements such as conflict of interest resolution and sustainable procurement solutions, ensuring that participants are well-prepared to address modern procurement challenges while upholding the highest ethical standards.



## فئات الدورات التدريبية



HR TRAINING & DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات



دورات التدريب القانوني والمشتريات والتعاقدات



دورات الاتصال الجماهيري و السياسات والعلاقات العامة



دورات النظم السيبراني ودورات تقنية المعلومات



دورات الصيانة ودورات المجالات الهندسية المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



**AGILE LEADERS**  
Training Center

## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية

## مدن التدريب



أمستردام - هولندا



أكرا - غانا



أثينا - اليونان



أبوظبي - الإمارات العربية المتحدة



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



استنبول - تركيا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



الرياض - المملكة العربية السعودية



بانكوك - تايلند



بالي - جمهورية إندونيسيا



بأكو - أذربيجان



باريس - فرنسا

## مدن التدريب



بورنو - البرتغال



برلين - ألمانيا



برشلونة - إسبانيا



براغ - جمهورية التشيك



جاكرتا - جمهورية إندونيسيا



تورنتو - كندا



تبليسي - جورجيا



بوكيت - تايلاند



روما - إيطاليا



دبي - الإمارات العربية المتحدة



جوهانسبرغ - جنوب إفريقيا



جنيف - سويسرا



سيول - كوريا الجنوبية



سنغافورة - سنغافورة



سان دييغو - الولايات المتحدة الأمريكية



زنبار - تنزانيا

## مدن التدريب



طشقند - أوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الأمريكية



شرم الشيخ - مصر



فرانكفورت - ألمانيا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



طوكيو - اليابان



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



كوالالمبور - ماليزيا



فيينا - النمسا



مدريد - إسبانيا



ماربيا - إسبانيا



لندن - المملكة المتحدة



لشبونة - البرتغال

## مدن التدريب



ميونخ - ألمانيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



نيس - فرنسا



نيروبي - كينيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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Training Center

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