



مؤشرات أداء المشتريات: قياس والارتقاء بأداء سلاسل الإمداد



AGILE LEADERS
Training Center

08 - 12 Nov 2026
مسقط

مؤشرات أداء المشتريات: قياس والارتقاء بأداء سلاسل الإمداد

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Course Overview:

The "Procurement KPI's" course is meticulously designed to provide participants with a deep understanding of Key Performance Indicators KPIs in procurement. This course offers an in-depth dive into setting, measuring, and analyzing KPIs, ensuring participants receive comprehensive training to enhance their procurement processes and performance. Emphasizing the nuances of procurement metrics, participants will learn to manage and optimize vendor relations and procurement activities effectively. This course is more than just a procurement training program; it's a journey into mastering the complete cycle of procurement performance management.

Target Audience:

- Procurement Managers
- Purchasing Managers
- Supply Chain Managers
- Entry-level procurement professionals

Targeted Organizational Departments:

- Procurement & Purchasing Departments
- Supply Chain & Logistics
- Inventory Management

Target Industries:

- Retail
- Manufacturing
- Logistics and Freight
- Healthcare
- Information Technology

Course Offering:

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

- Understanding the importance of KPIs in procurement
- Setting relevant and effective KPIs
- Measuring and analyzing procurement performance
- Optimizing vendor relations using KPIs
- Implementing best practices in procurement performance management

Training Methodology:

The "Procurement KPI's" course adopts a multi-faceted approach. Participants will experience interactive sessions involving case studies from various industries, enhancing their understanding of procurement performance management. Group work is prioritized to encourage collaboration, while feedback sessions ensure each participant's learning trajectory is on the right track. By integrating theoretical and practical knowledge, participants receive a balanced learning experience.

Course Toolbox:

- Comprehensive workbooks covering procurement KPI materials
- Online resources for procurement performance management
- Checklists for setting and measuring KPIs
- Templates for vendor performance evaluation
- Case studies and real-world examples
- Access to an online course forum

Course Agenda:

Day 1: Introduction and Foundations

- Introduction to Procurement KPI's Understanding the significance of KPIs in procurement and their impact on overall business performance.
- Overview of Procurement Processes
- Setting the context with global trends and how KPIs fit into modern procurement practices.
- Identifying Key Procurement Metrics
- Exploring various procurement metrics and their relevance in performance measurement.
- Setting Effective KPIs
- Techniques and best practices for setting relevant and actionable KPIs.
- Reflecting on the importance of KPIs in improving procurement outcomes.
- Reflection & Review:

Day 2: Measuring and Analyzing KPIs



- Data Collection Methods. Unpacking the methods for accurate data collection to measure KPIs. Topic 1: •
- Tools and Technologies for KPI Measurement. Exploring the tools and software that aid in KPI Topic 2: •
measurement and analysis.
- Analyzing Procurement Performance. Techniques for analyzing data and interpreting KPI results. Topic 3: •
- Continuous Improvement Using KPIs. Strategies for continuous improvement in procurement Topic 4: •
processes using KPI data.
- Reviewing the impact of accurate measurement and analysis on procurement Reflection & Review: •
performance.

Day 3: Vendor Management and Optimization

- Vendor Performance Evaluation. The importance of evaluating vendor performance using KPIs. Topic 1: •
- Setting Vendor KPIs. How to set effective KPIs for vendors to ensure optimal performance. Topic 2: •
- Managing Vendor Relations. Techniques for managing and improving vendor relations through KPI Topic 3: •
monitoring.
- Negotiation and Contract Management. Using KPIs to enhance negotiation and manage contracts Topic 4: •
effectively.
- Exploring case studies on vendor management and optimization using KPIs. Reflection & Review: •

Day 4: Strategic Sourcing and Procurement

- Strategic Sourcing. The role of strategic sourcing in procurement and how KPIs can drive sourcing Topic 1: •
strategies.
- Commodity Strategy Development. Developing strategies for managing different commodities Topic 2: •
using KPIs.
- Supplier Evaluation and Quality Management. Discussing how KPIs can lead to better supplier Topic 3: •
relationships and quality management.
- Risk Management in Procurement. Identifying and managing risks in procurement through effective Topic 4: •
use of KPIs.
- Reviewing strategic sourcing and procurement strategies through KPI lens. Reflection & Review: •

Day 5: Future Trends and Continuous Improvement

- Digital Transformation in Procurement. The future of procurement in the era of digital Topic 1: •
transformation and its impact on KPIs.
- Lean Procurement Practices. Integrating lean principles in procurement for efficiency and Topic 2: •
effectiveness.
- Emerging Trends in Procurement KPIs. Preparing for future trends and innovations in procurement Topic 3: •
performance measurement.
- Continuous Improvement Framework. Establishing a continuous improvement framework using Topic 4: •
KPIs.
- Reflecting on the key takeaways and preparing for future applications in procurement. Reflection & Review: •

How This Course is Different:

The "Procurement KPI's" course stands out due to its comprehensive coverage of both theoretical and practical aspects of procurement performance management. Participants delve deep into each domain, ensuring they are well-equipped to face real-world challenges. By offering specialized sessions on setting, measuring, and analyzing KPIs, this course provides participants with the tools needed to excel in their procurement roles. This is not just a course; it's a transformative experience aimed at enhancing procurement efficiency and effectiveness.



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 السبراني ودورات تقنية المعلومات



دورات الصيانة ودورات المجالات الهندسية المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



فئات الدورات التدريبية



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دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة
الهائية



دورات مكتب إدارة المشاريع وإدارة المشاريع
الرشيقة



دورات معتمدة من قبل هيئات دولية

مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أكرا - غانا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

مدن التدريب



جاكرتا - جمهورية اندونيسيا



تبليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شهر الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة
الامريكية



زنجار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة
الامريكية

مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

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.



AGILE LEADERS
Training Center

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