



## الدورة التدريبية الشاملة في المشتريات: رؤى استراتيجية لإدارة سلاسل التوريد والإمداد



**AGILE LEADERS**  
Training Center

09 - 13 Feb 2027

باريس

## الدورة التدريبية الشاملة في المشتريات: رؤى استراتيجية لإدارة سلاسل التوريد والإمداد

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### PROCUREMENT AND SUPPLY CHAIN MANAGEMENT Overview:

Today's rapidly shifting global business environment demands a robust understanding of procurement and supply chain management. Our course amalgamates leading procurement training courses, seminars, and practical applications to provide participants with a comprehensive look into the world of procurement. With a focus on sustainable procurement training, public sector, and public procurement training, this course also dives deep into procurement certification training and offers insights from top procurement training seminars. For those new to the domain, our approach prioritizes procurement training for beginners, ensuring everyone has a strong foundation to build upon.

### Target Audience:

- Procurement Specialists with focus on procurement specialist training
- Entry-Level Professionals benefitting from procurement training for beginners
- Public Sector Employees aligning with public sector procurement training
- Teams seeking cohesive strategies procurement training for the team
- Senior Procurement Professionals enhanced with procurement certification training

### Targeted Organizational Departments:

- Procurement
- Supply Chain Management
- Operations
- Sustainability with a special module on sustainable procurement training

## Targeted Industries:

- Manufacturing •
- Retail •
- Government leveraging government procurement training •
- FMCG Fast Moving Consumer Goods •
- Electronics •

## Course Offerings:

- Comprehensive introduction to procurement course •
- Deep-dive into sustainable procurement training and green procurement course content •
- Detailed modules on procurement contract management course and procurement process training •
- A special segment dedicated to public procurement course and government procurement training •
- Valuable insights from globally recognized procurement training seminars •

## Training Methodology:

Our PROCUREMENT AND SUPPLY CHAIN MANAGEMENT course employs a dynamic blend of theoretical knowledge from procurement training courses, hands-on case studies, and group exercises. Participants will benefit from interactive sessions that delve into real-world scenarios, reflecting both public and private sector challenges. Our methodology, rooted in proven procurement training programs, encourages feedback, ensuring each participant maximizes their learning potential.

## Course Toolbox:

- Comprehensive workbook, including procurement process training materials •
- Customizable templates for procurement and contract management training •
- Online resources detailing public procurement training best practices •
- Checklists for sustainable and green procurement implementation •

## Course Agenda:

## Day 1: Introduction, Strategy, and the Influence of Procurement

- Introduction to Procurement: Overview and Strategy Topic 1: •
- The Scope and Influence of Procurement Topic 2: •
- Delving into Strategic Procurement Essentials Topic 3: •
- Logistics and Supply Chains: Foundations and Innovations Topic 4: •
- Organizational Structures and Their Impact on Supply Chains Topic 5: •
- Best Practices for Establishing Procurement Policies Topic 6: •

Discussing procurement's strategic importance and its influence on the supply chain. Reflection & Review:

## Day 2: Procurement Policies, Supplier Relationships, and Contractual Nuances

- Unpacking Procurement Procedures and Support Tools Topic 1: •
- Building Strong Supplier Relationships for Business Success Topic 2: •
- Legal Frameworks and Procurement Contract Management Topic 3: •
- Quality Management in Procurement Topic 4: •
- Driving Innovation in Service and Product Procurement Topic 5: •
- The Role of Technology in Modern Procurement Topic 6: •

Exploring the balance between supplier relations, innovation, and adhering to procurement policies. Reflection & Review:

## Day 3: Demand-Supply Dynamics, Sourcing, and Sustainability

- Matching Supply with Demand: Challenges and Solutions Topic 1: •
- Best Practices in Sourcing and Supplier Management Topic 2: •
- Purchase Price Dynamics in a Competitive Market Topic 3: •
- Long-term Cost Management Strategies Topic 4: •
- Public Sector Procurement: Key Differences and Challenges Topic 5: •
- The Shift towards Sustainable and Socially Responsible Procurement Topic 6: •

Addressing the challenges and rewards of demand-supply dynamics and the importance of sustainable practices. Reflection & Review:

## Day 4: Global Procurement and Risk Management Insights

- Project-specific Procurement and Risk Management Topic 1: •
- Strategies for Effective Global Sourcing Topic 2: •
- Mitigating Risks in Global Procurement Topic 3: •
- The Changing Landscape of Global Trade Topic 4: •
- Digital Transformation in Procurement and Supply Chains Topic 5: •
- Developing Robust Procurement Processes for Complex Projects Topic 6: •

Analyzing the implications of global sourcing, and discussing strategies to mitigate potential **Reflection & Review:** risks.

## Day 5: Advanced Negotiation, Contract Management, and World-Class Procurement

- Mastering Negotiation Skills for Business Excellence Topic 1: •
- Deep Dive into Contract Management Best Practices Topic 2: •
- Category and Commodity Procurement Strategies Topic 3: •
- World-Class Procurement Strategies for Business Enhancement Topic 4: •
- Enhancing Procurement Performance through Data Analytics Topic 5: •
- Future Trends: The Next Phase of Procurement Topic 6: •

Reflecting on the evolution of procurement practices and envisioning the future of **Reflection & Review:** procurement.

## How This Course is Different from Other **SUPPLY CHAIN MANAGEMENT** Courses:

Our "PROCUREMENT AND SUPPLY CHAIN MANAGEMENT" is not just another procurement course. This intensive program combines the best elements of procurement training seminars, specialist courses, and sustainable methodologies. Designed to cater to both beginners and seasoned professionals, our curriculum offers a unique blend of theory and practice. We prioritize real-world applications, utilizing insights from leading procurement training programs. Whether you are looking to refine your skills or are just embarking on your procurement journey, this course promises a transformative experience.

## فئات الدورات التدريبية

|                                                    |                                                     |
|----------------------------------------------------|-----------------------------------------------------|
| الدورات التدريبية في مجال البيئة والاستدامة        | دورات إدارة الجودة وتطوير العمليات                  |
| دورات إدارة و تحليل البيانات ودورات علم البيانات   | دورات إدارة و تطوير الموارد البشرية                 |
| دورات الذهن السيرياني ودورات تقنية المعلومات       | دورات الاتصال الجماهيري و السياسات والعلاقات العامة |
| دورات التدريب القانوني والهشتريات والتعاقدات       | دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات |
| دورات الحوكمة وإدارة المخاطر والامتثال             | دورات السكرتارية و إدارة المكاتب                    |
| دورات الصحة والسلامة والذهن المهني                 | دورات الصيانة ودورات المجالات الهندسية المتنوعة     |
| دورات المحاسبة و التمويل و دورات الإدارة المالية   | دورات المهارات الشخصية وتطوير الذات                 |
| دورات في مجالات القيادة والإدارة                   | دورات معتمدة من قبل هيئات دولية                     |
| دورات مكتب إدارة المشاريع وإدارة المشاريع الرشيقية |                                                     |



## مدن التدريب

|                                      |                                         |                                    |
|--------------------------------------|-----------------------------------------|------------------------------------|
| أكرا<br>غانا                         | أثينا<br>اليونان                        | أبوظبي<br>الإمارات العربية المتحدة |
| الجبيل<br>المملكة العربية السعودية   | استنبول<br>تركيا                        | أهستردام<br>هولندا                 |
| الرياض<br>المملكة العربية السعودية   | الدوحة<br>قطر                           | الدار البيضاء<br>المغرب            |
| المنامة<br>مملكة البحرين             | الكويت<br>الكويت                        | القاهرة<br>مصر                     |
| بانكوك<br>تايلند                     | باكو<br>أذربيجان                        | باريس<br>فرنسا                     |
| برلين<br>ألمانيا                     | برشلونة<br>إسبانيا                      | براغ<br>جمهورية التشيك             |
| تيليسي<br>جورجيا                     | بوكيت<br>تايلاند                        | بورتو<br>البرتغال                  |
| جنيف<br>سويسرا                       | جاكارتا<br>جمهورية إندونيسيا            | تورنتو<br>كندا                     |
| روما<br>إيطاليا                      | دبي<br>الإمارات العربية المتحدة         | جوهانسبرغ<br>جنوب أفريقيا          |
| سنغافورة<br>سنغافورة                 | سان دييغو<br>الولايات المتحدة الأمريكية | زنجان<br>تنزانيا                   |
| شيكاغو<br>الولايات المتحدة الأمريكية | شرم الشيخ<br>مصر                        | سيول<br>كوريا الجنوبية             |
| طوكيو<br>اليابان                     | طشقند<br>أوزبكستان                      | طرابزون<br>تركيا                   |
| فرانكفورت<br>ألمانيا                 | عن بعد<br>منصة زووم                     | عمان<br>المملكة الأردنية الهاشمية  |

## مدن التدريب

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|--------------------------|---------------------------------------|--------------------|
| كيب تاون<br>جنوب إفريقيا | كوالالمبور<br>ماليزيا                 | فيينا<br>النمسا    |
| لندن<br>المملكة المتحدة  | لشبونة<br>البرتغال                    | لانكاوي<br>ماليزيا |
| مسقط<br>سلطنة عمان       | هدريد<br>إسبانيا                      | ماريبا<br>إسبانيا  |
| ميونخ<br>ألمانيا         | ميلان<br>إيطاليا                      | مونترو<br>سويسرا   |
|                          | نيويورك<br>الولايات المتحدة الأمريكية | نيروبي<br>كينيا    |