



TRAIN DEVELOP  
EMPOWER

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IN-HOUSE CORPORATE TRAINING

# STRATEGIC PROCUREMENT & VENDOR MANAGEMENT

Enhancing procurement capability through strategic sourcing practices, effective vendor management, and risk-aware procurement decision-making in complex operational environments.



COURSE CODE

SCL-002



DURATION  
3-5 Days



DELIVERY  
On-site / Virtual



PARTICIPANTS  
10-25 per session



CERTIFICATE  
Certificate of Completion



CUSTOMIZABLE  
Yes - Tailored to Your Needs

REQUEST PROPOSAL →

## WHY THIS PROGRAMME?



### STRATEGIC SOURCING

Strengthen procurement planning and strategic sourcing capability.



### REDUCE VENDOR RISK

Improve supplier evaluation, monitoring and risk control.



### IMPROVE GOVERNANCE

Align procurement, contracts and compliance practices.



### OPTIMIZE VALUE

Support cost efficiency and stronger commercial outcomes.

### IN-HOUSE DELIVERY OPTIONS

- ✓ Onsite at client premises
- ✓ Live virtual instructor-led format
- ✓ Hybrid delivery format
- ✓ Customized duration based on organizational requirements

### INDUSTRIES WE SERVE

- ✓ Oil & Gas
- ✓ Manufacturing
- ✓ Logistics & Transportation
- ✓ Utilities
- ✓ Government & Public Sector
- ✓ Construction & Engineering
- ✓ Healthcare & Pharmaceuticals
- ✓ Ports & Maritime

## WHY CHOOSE TRAIN DEVELOP EMPOWER?



20+  
YEARS  
EXPERIENCE



35+  
COURSES IN  
7 CATEGORIES



100%  
CUSTOMIZED  
SOLUTIONS



ON-SITE OR  
VIRTUAL  
DELIVERY



INDUSTRY  
EXPERT  
FACILITATORS

## COURSE OVERVIEW

Procurement functions play a critical role in organizational performance, operational continuity, cost optimization, supplier reliability, and long-term business resilience. Increasingly complex global supply markets require stronger procurement governance, supplier relationships, vendor risk management, and sourcing strategies.

This in-house program develops strategic procurement and vendor management capability across operational and commercial environments. Participants explore procurement planning, supplier evaluation, contract alignment, negotiation preparation, vendor performance monitoring, and procurement risk management.

### Business Challenges Addressed

- > Supplier performance inconsistency
- > Vendor dependency risks
- > Procurement process inefficiencies
- > Weak supplier evaluation frameworks
- > Contract and sourcing risks
- > Cost control pressures
- > Procurement governance gaps
- > Limited vendor performance visibility
- > Supply continuity concerns
- > Procurement-related operational disruptions

### Key Learning Outcomes

- > Understand strategic procurement principles and practices
- > Improve supplier evaluation and selection processes
- > Strengthen vendor management and performance monitoring
- > Identify procurement-related risks and vulnerabilities
- > Improve sourcing and procurement planning approaches
- > Enhance supplier relationship management capability
- > Support cost optimization and efficiency initiatives
- > Strengthen procurement governance and compliance
- > Improve procurement decision-making processes
- > Develop more resilient procurement strategies

## WHO SHOULD ATTEND

Procurement Managers

Contract Administrators

Supplier Management

Supply Chain  
Professionals

Commercial Teams

Vendor Management

Operations Managers

Planning &amp; Forecasting

Department Heads

Supply Officers

## TRAINING METHODOLOGY

Interactive learning approaches support practical application and can be customized to the organization's environment, industry, and participant experience.

ID Instructor-Led Discussions

ICS Industry Case Studies

SEE Supplier Evaluation  
Exercises

GW Group Workshops

SA Scenario Analysis

PPA Procurement Planning  
Activities

VMD Vendor Management  
Discussions

ITE Interactive Team  
Engagement

## COURSE MODULES

### 01 Strategic Procurement Fundamentals

- The evolving role of procurement
- Strategic versus operational procurement
- Procurement lifecycle management
- Procurement governance fundamentals
- Procurement challenges in modern organizations

### 02 Procurement Planning & Sourcing Strategies

- Procurement planning approaches
- Demand and sourcing analysis
- Strategic sourcing methods
- Procurement lifecycle planning
- Supplier market assessment techniques

### 03 Supplier Evaluation & Vendor Selection

- Supplier qualification processes
- Vendor evaluation frameworks
- Supplier capability assessment
- Risk-based supplier selection
- Vendor due diligence considerations

### 04 Vendor Management & Performance Monitoring

- Vendor relationship management principles
- Supplier performance measurement
- Vendor communication strategies
- Performance review processes
- Supplier improvement initiatives

### 05 Procurement Risk Management

- Procurement-related risk identification
- Supply continuity risk considerations
- Vendor dependency and concentration risks
- Procurement compliance risks
- Mitigation and contingency planning approaches

### 06 Contract Alignment & Negotiation Preparation

- Procurement contract fundamentals
- Scope alignment considerations
- Commercial risk awareness
- Negotiation planning techniques
- Supplier engagement approaches

### 07 Procurement Performance & Continuous Improvement

- Procurement KPIs and reporting
- Cost optimization strategies
- Procurement process improvement
- Digital procurement considerations
- Building long-term procurement capability



#### TAILORED TO YOUR NEEDS

Modules can be customized to align with your industry, operational environment, and participant experience.



SCAN TO VIEW COURSE PAGE

[DISCUSS CUSTOMIZATION](#)



## READY TO STRENGTHEN PROCUREMENT & SUPPLIER PERFORMANCE?

Partner with Train Develop Empower to build a resilient, agile and future-ready supply chain. Let's create lasting impact together.

[REQUEST PROPOSAL](#) →



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