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Procurement Management systems, negotiation, and measuring supplier performance

Ref.: PR-1102 Location: Amsterdam, Netherlands



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Introduction

procurement and Supply Chain Management have gained attention from scholars and enthusiasts in this field. Despite the significance of this topic for all organizations, considering it a key nerve and one of the crucial activities that sustain organizational operations, the time has come to give sufficient attention to the subject of Purchasing and Supply Chain Management. Warehouse management is the administration responsible for preserving inventory and planning, organizing, executing, and controlling storage procedures, as well as dispensing inventory according to the prescribed quantities and types for the units, departments, or divisions in demand, utilizing the materials from this inventory.

Targeted Audience:

- Define procurement management, its functions, and importance.
- Understand the impact of technological advancements on procurement management.
- Plan and evaluate procurement, purchasing methods, and negotiation techniques.
- Solve problems faced by procurement and supply management.
- Acquire methods for developing procurement and supply management.
- Utilize modern technology and computers in procurement and supply.
- Understand the role of the human element in procurement and supply management, including training, qualification, and development in line with evolving trends.

- Direct the attention of senior management towards this aspect and specialization, which is equally important as other administrative aspects.
- Recognize the integrative relationship between procurement management and other departments within organizations.

Outlines

Day 1:

- Purchasing Management.
- Strategic Planning for Purchasing Activities in Arab Organizations.
- Modern Purchasing Methods and Techniques.
- Challenges and Constraints of Purchasing and How to Address Them.

Day 2:

- Purchasing Management and its Relationship to Total Quality Management Systems.
- Computer Applications in Purchasing Management (Pioneering Experiences).
- Methods of Securing and Transporting Materials and Their Financial Impacts.
- Balancing Quality Standards and Procurement Costs.

Day 3:

- Purchasing Operations Management.
 - Negotiation Management in the field of procurement activities (skills, negotiation tools, and strategies).
 - Measurement and evaluation of the performance of the Purchasing Management.

Day 4:

- Defining specifications and requirements.
- Planning material requirements.
- Scheduling systems, their types, and applications.
- Supply chain management.

Day 5:

- Modern Storage Methods and Technologies.
- Inventory Control Systems.
- Coding and Classification Procedures.
- Inventory Methods, Types, and Procedures.

Day 6:

- Methods and procedures for handling stagnant inventory.
- Security and safety in the supply system.
- Material requirements planning system and processes.
- Utilizing modern technology and computer techniques in material management systems.

Day 7:

- Materials Management.
- Procurement of Materials and Supply Chain.
- Elements and Components of the Supply System.
- Activities of the Supply System.

Day 8:

- Determining the appropriate price in the purchasing process.
- Criteria for selecting suppliers.
- Measuring the performance of suppliers.

Day 9:

- Managing human resources in the procurement and storage department.
- Preparing and training purchasing and supply employees to enhance their efficiency.
- Restructuring the human element for the procurement and storage departments.
- Specifications/experiences/skills/abilities and competencies required.
- Measuring the performance of employees in the fields of procurement and supply.

Day 10:

- Applications / Operational Challenges and Solutions in Procurement Management



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