

aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-007

Improving Purchasing Performance

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Course content

Why Attend

Purchasing performance plays a critical role in controlling costs, ensuring quality, and maintaining operational efficiency. Organizations that optimize their purchasing processes gain a competitive advantage through better supplier relationships, improved negotiation outcomes, and enhanced value delivery. This course provides practical strategies and tools to measure, analyze, and improve purchasing performance.

Participants will learn how to identify inefficiencies, implement performance metrics, and drive continuous improvement in procurement activities.

Course Methodology

• This course combines practical procurement techniques with real-world case studies and performance improvement exercises. Participants will engage in spend analysis workshops, supplier performance evaluations, and negotiation simulations. Interactive sessions will focus on identifying performance gaps, implementing KPIs, and improving procurement processes. Practical examples from multiple industries will be used to reinforce learning.

Course Objectives

- Understand key drivers of purchasing performance
- Measure and evaluate procurement effectiveness using KPIs
- Conduct spend analysis and identify cost-saving opportunities
- Improve supplier selection and performance management
- Enhance negotiation strategies and outcomes
- Optimize procurement processes and workflows

Target Audience

- Procurement and Purchasing Professionals
- Supply Chain and Logistics Managers
- Contract and Commercial Managers
- Finance and Operations Professionals

Course outline

Detailed course outline

Day-by-day outline for Improving Purchasing Performance.

Day 1 - Foundations of Purchasing Performance

- Role of purchasing in organizational success
- Key performance drivers in procurement
- Procurement lifecycle overview
- Introduction to purchasing KPIs
- Identifying performance gaps

Day 2 - Spend Analysis and Cost Optimization

- Spend analysis techniques and tools
- Cost reduction strategies
- Total cost of ownership (TCO)
- Budget control and cost tracking
- Identifying savings opportunities

Day 3 - Supplier Performance Management

- Supplier selection and evaluation criteria
- Supplier segmentation and classification
- Performance measurement and KPIs
- Supplier relationship management (SRM)
- Managing supplier risks

The title 'Course outline' is displayed in a large, bold, white sans-serif font, centered over a background image of a hand pointing to a bar chart on a laptop screen. The chart shows data for the years 2018, 2019, and 2020. A red line graph is overlaid on the bars, showing an upward trend. The bars are labeled with values: \$94k, \$136k, \$120k, \$170k, \$153k, \$167k, \$245k, \$255k, and 36k. The years 2018, 2019, and 2020 are also visible on the chart.

Detailed course outline

Day-by-day outline for Improving Purchasing Performance.

Day 4 - Process Improvement and Digital Procurement

- Streamlining procurement processes
- Reducing cycle times and inefficiencies
- Introduction to e-procurement systems
- Automation and digital tools in purchasing
- Compliance and governance

Day 5 - Negotiation and Continuous Improvement

- Advanced negotiation strategies
- Managing contracts and supplier agreements
- Continuous improvement frameworks
- Case studies in purchasing performance
- Final workshop: procurement performance improvement plan



Seminar dates

Available seminar dates

Live dates and pricing for Improving Purchasing Performance generated from the course details page.

Date	Location	Format	Fee
1 - 5 June 2026	Munich	Classroom	€2,940
8 - 12 June 2026	London	Classroom	€2,975
15 - 19 June 2026	Istanbul	Classroom	€1,995
6 - 10 July 2026	Amsterdam	Classroom	€2,940
20 - 24 July 2026	London	Classroom	€2,975
3 - 7 August 2026	Barcelona	Classroom	€2,695
10 - 14 August 2026	Kuala lumpur	Classroom	€1,785

Live online option

Online delivery is available at €1,250.