# Advanced Procurement and Contract Management Training Course

Professional Development Training Course Outline

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|---|---|---|---|
| **Category** | Public Financial Management & Budgeting | **Duration** | 5 Days |
| **Base Fee** | $1,500 USD | **Delivery Mode** | Online / On-site Hybrid |

## Course Introduction

Advanced Procurement and Contract Management Training Course is designed to equip professionals with modern strategies, best practices, and tools to achieve excellence in procurement processes, supplier management, and contract negotiation. With a focus on strategic sourcing, digital procurement, contract risk management, and supplier relationship optimization, this program empowers participants to drive organizational efficiency, cost savings, and compliance.

In today's dynamic global marketplace, procurement and contract management are critical for achieving value for money, sustainable supply chain practices, and organizational competitiveness. This training combines case studies, practical simulations, and international standards to provide participants with advanced skills in e-procurement, vendor evaluation, risk mitigation, and contract lifecycle management, ensuring measurable results for both public and private sector organizations.

## Programme Curriculum

**Advanced Procurement and Contract Management Training Course**

**Introduction**

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simulations, and international standards to provide participants with advanced skills in e-procurement, vendor evaluation, risk mitigation, and contract lifecycle management, ensuring measurable results for both public and private sector organizations.

**Course Objectives**

1. Master advanced procurement strategies for organizational growth.
2. Apply contract lifecycle management techniques effectively.
3. Enhance supplier relationship management for long-term partnerships.
4. Strengthen risk management in procurement and contracts.
5. Optimize e-procurement systems and digital tools.
6. Implement strategic sourcing and category management.
7. Ensure compliance with procurement regulations and standards.
8. Apply cost reduction and value creation approaches.
9. Manage performance-based contracts and KPIs.
10. Resolve contract disputes through negotiation and mediation.
11. Apply sustainable procurement and ESG principles.
12. Use data analytics in procurement decision-making.
13. Develop leadership in procurement and contract management.

**Target Audiences**

1. Procurement managers and officers
2. Contract administrators
3. Supply chain professionals
4. Project managers
5. Finance and audit officers
6. Legal and compliance officers
7. Vendor and supplier managers
8. Government procurement specialists

**Course Duration:** 5 days

**Course Modules**

**Module 1: Foundations of Advanced Procurement**

- Evolution of procurement and global trends
- Strategic procurement vs. tactical procurement
- Procurement policies and governance
- Key challenges in procurement systems
- Best practices in procurement frameworks
- **Case Study: Transforming procurement in a multinational corporation**

**Module 2: Contract Lifecycle Management**

- Key phases of contract management
- Drafting clear and enforceable contracts
- Contract performance monitoring
- Contract closure and lessons learned
- Common pitfalls in contract lifecycle
- **Case Study: Contract lifecycle optimization in the energy sector**

**Module 3: Supplier Relationship Management**

- Vendor selection and evaluation techniques

- Supplier performance monitoring tools
- Developing strategic partnerships
- Supplier risk assessment
- Innovation through supplier collaboration
- **Case Study: Supplier relationship management in the automotive industry**

**Module 4: Risk and Compliance in Procurement**

- Identifying procurement risks
- Contract risk management frameworks
- Regulatory compliance and due diligence
- Anti-bribery and anti-corruption measures
- Risk mitigation strategies
- **Case Study: Compliance-driven procurement in public sector projects**

**Module 5: Digital Procurement and E-Procurement**

- Evolution of digital procurement systems
- Benefits of e-procurement platforms
- Artificial intelligence and automation in procurement
- Blockchain and smart contracts
- Big data and procurement analytics
- **Case Study: E-procurement adoption in healthcare sector**

**Module 6: Strategic Sourcing and Category Management**

- Principles of strategic sourcing
- Category management techniques
- Cost analysis and value-for-money
- Supplier market intelligence
- Negotiation strategies for sourcing
- **Case Study: Strategic sourcing in the FMCG industry**

**Module 7: Performance-Based Contracts**

- Understanding performance-based contracting
- Key performance indicators in contracts
- Aligning supplier performance with goals
- Payment structures in performance contracts
- Monitoring and evaluation frameworks
- **Case Study: Performance contracting in infrastructure projects**

**Module 8: Dispute Resolution and Negotiation**

- Types of procurement and contract disputes
- Negotiation skills and techniques
- Mediation and arbitration in contracts
- Litigation risks in procurement contracts
- Building win-win negotiations
- **Case Study: Successful contract dispute resolution in construction industry**

**Training Methodology**

- Interactive lectures with practical examples
- Group discussions and brainstorming sessions
- Case study analysis for real-world application

- Hands-on exercises and role-play simulations
- Digital procurement tools demonstrations

**Register as a group from 3 participants for a Discount**

**Send us an email: info@fineskilltrainingcenter.org or call** *+254769199797*

***Certification***

*Upon successful completion of this training, participants will be issued with a globally- recognized certificate.*

***Tailor-Made Course***

*We also offer tailor-made courses based on your needs.*

**Key Notes**

**a.** The participant must be conversant with English.

**b.** Upon completion of training the participant will be issued with an Authorized Training Certificate

**c.** Course duration is flexible and the contents can be modified to fit any number of days.

**d.** The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

**e.** One-year post-training support Consultation and Coaching provided after the course.

**f.** Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

## Upcoming Scheduled Sessions

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **23 Nov 2026** | 27 Nov 2026 | Online | $1,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $1,500 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $3,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $3,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $4,500 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |

Ready to enroll or request a customized program? Book online or contact us:

**Register Online Now**

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com