Training Course on Strategic Sourcing

Professional Development Training Course Outline

Category	Business	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Strategic Sourcing is a vital component of modern supply chain management that focuses on optimizing procurement processes, ensuring cost-effective sourcing, and fostering long-term supplier relationships. In an increasingly competitive global market, businesses need to develop a comprehensive sourcing strategy that aligns with their organizational goals, minimizes risks, and drives sustainable growth. Our Strategic Sourcing Training course is designed to equip professionals with the skills and knowledge necessary to transform sourcing strategies, improve supplier selection, and manage supplier performance effectively. This course covers the latest trends, tools, and best practices in strategic sourcing to help organizations stay ahead in the evolving market landscape.

In this training, participants will learn how to apply innovative sourcing techniques, leverage digital tools and data analytics, and create value-driven sourcing strategies. The course provides in-depth insights into cost-saving measures, supplier risk management, and contract negotiation techniques. By the end of the training, participants will be equipped with the expertise to drive business efficiencies, optimize sourcing activities, and enhance supplier relationships, all while ensuring compliance and sustainability. Whether you're new to strategic sourcing or an experienced professional, this course will help you stay updated with the most relevant and trending practices in the industry.

Programme Curriculum

Training Course on Strategic Sourcing

Introduction

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Course Duration

10 days

Course Objectives:

1. Understand the fundamentals of strategic sourcing and its role in procurement.
2. Learn to evaluate and select suppliers using data-driven decision-making.
3. Explore key performance indicators (KPIs) for measuring sourcing success.
4. Master cost-saving strategies and sourcing negotiation techniques.
5. Implement risk management strategies in sourcing and supplier relationships.
6. Gain proficiency in using digital tools and analytics for sourcing.
7. Develop sustainable sourcing strategies that align with corporate social responsibility (CSR).
8. Learn how to develop and manage supplier contracts effectively.
9. Optimize global sourcing strategies in a multi-supplier environment.
10. Implement continuous improvement processes in strategic sourcing.
11. Enhance supplier collaboration and build long-term relationships.
12. Understand the role of procurement technology in strategic sourcing.
13. Develop a comprehensive strategic sourcing plan to drive business success.

Organizational Benefits:

- **Cost Savings:** Streamlined sourcing strategies can lead to significant cost reductions in procurement.
- **Risk Mitigation:** Proactive risk management ensures stability and reduces vulnerabilities in the supply chain.
- **Supplier Optimization:** Enhancing supplier relationships results in higher-quality products and services at lower costs.
- **Improved Efficiency:** Automation and digital tools improve sourcing processes, reducing time spent on manual tasks.
- **Sustainability:** A focus on sustainable sourcing aligns with environmental and social goals, improving corporate reputation.

Target Audience:

1. Procurement Managers
2. Supply Chain Professionals
3. Sourcing Specialists

4. Purchasing Managers
5. Operations Managers
6. Business Analysts
7. Senior Executives in Procurement
8. Aspiring Procurement Professionals

Course Outline:

1. **Introduction to Strategic Sourcing**
   - Definition and Importance
   - Evolution of Strategic Sourcing
   - Key Principles of Strategic Sourcing
   - Sourcing Process Overview
   - Alignment with Business Goals

- **Supplier Evaluation and Selection**
  - Supplier Criteria Development
  - Vendor Screening Processes
  - Cost and Quality Analysis
  - Risk Assessment and Mitigation
  - Building a Supplier Selection Matrix

- **Cost Reduction Strategies**
  - Identifying Cost Drivers
  - Leveraging Economies of Scale
  - Negotiation Techniques for Cost Reduction
  - Total Cost of Ownership (TCO) Approach
  - Performance-Based Contracting

- **Supplier Risk Management**
  - Risk Identification in Sourcing
  - Supplier Risk Assessment Framework
  - Managing Supply Chain Disruptions
  - Contingency Planning for Risks
  - Building Resilient Sourcing Strategies

- **Negotiation Skills in Strategic Sourcing**
  - Key Negotiation Strategies
  - Win-Win Negotiation Tactics
  - Creating Value in Negotiations
  - Negotiating with International Suppliers
  - Ethical Negotiation Practices

- **Data Analytics in Sourcing**
  - Introduction to Sourcing Analytics
  - Tools and Technologies for Data-Driven Sourcing
  - Data Collection and Analysis Techniques
  - Predictive Analytics in Supplier Selection

- Real-Time Sourcing Data for Decision Making

- **Sustainable Sourcing Practices**
  - Introduction to Sustainable Procurement
  - Social and Environmental Impact
  - Green Sourcing Strategies
  - Compliance with Sustainability Standards
  - Supplier Collaboration for Sustainability

- **Supplier Relationship Management**
  - Building Strong Supplier Partnerships
  - Supplier Collaboration for Long-Term Success
  - Communication Strategies for Suppliers
  - Conflict Resolution in Supplier Relationships
  - Measuring Supplier Performance

- **Global Sourcing Strategies**
  - Benefits and Challenges of Global Sourcing
  - Evaluating Global Suppliers
  - Managing International Sourcing Risks
  - Cultural Sensitivity in Global Sourcing
  - Sourcing in Emerging Markets

- **Contract Management and Compliance**
  - Key Elements of Sourcing Contracts
  - Negotiating Terms and Conditions
  - Contract Management Best Practices
  - Legal and Ethical Considerations
  - Monitoring Supplier Compliance

11. **Procurement Technology**
    - Role of E-Procurement Tools
    - Implementing Procurement Software Solutions
    - Blockchain Technology in Sourcing
    - Artificial Intelligence in Strategic Sourcing
    - Automation in Sourcing Processes

12. **Sourcing Performance Metrics**
    - Key Performance Indicators (KPIs) in Sourcing
    - Supplier Performance Monitoring
    - Evaluating Cost Savings
    - Metrics for Contract Compliance
    - Continuous Improvement in Sourcing

13. **Strategic Sourcing and Innovation**
    - Integrating Innovation into Sourcing Strategies
    - Driving Innovation through Supplier Relationships

- Emerging Trends in Strategic Sourcing
- Adapting to Technological Advancements
- Creating a Culture of Innovation in Procurement

14. **Ethical Sourcing and Corporate Social Responsibility (CSR)**

- Introduction to Ethical Sourcing
- Ensuring Fair Labor Practices
- Reducing Environmental Impact in Sourcing
- Engaging Suppliers in Ethical Practices
- Measuring CSR in Procurement

15. **Future of Strategic Sourcing**

- Key Trends Shaping the Future
- The Impact of Digital Transformation
- Sourcing in the Circular Economy
- Adapting to Market Changes
- Strategic Sourcing in a Post-Pandemic World

Training Methodology:

This training program will utilize a blended learning approach incorporating:

- Interactive lectures and presentations
- Case studies and real-world examples
- Group discussions and collaborative exercise
- Practical workshops and simulation activities
- Individual assignments and assessments

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	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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

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