



Training Seminars & Conferences

An Intensive 5-Day Training Seminar On

# Global Sourcing Strategy & Smart International Procurement

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21 - 25 Oct 2019, Chicago  
15 - 19 Jun 2020, London  
19 - 23 Oct 2020, Chicago



 [View Details](#)

# Global Sourcing Strategy & Smart International Procurement

## INTRODUCTION

The world of International procurement is a challenge and many of these challenges in the next 5 years will transform global sourcing. The globalization of the supply chain presents both opportunities and challenges like never before for procurement. These key challenges include OPEX, consolidation, digital transformation International Trade Agreements and the data opportunity. Over the next decade, procurement executives will need to take on more expansive roles within their organization. They will need to become guardians of the corporate brand, advocates for sustainable business practices and innovators who help develop new products and services.

To be a smart practitioner, procurement personnel now have to be negotiators, strategists, mediators, data aggregators, and financial analysts. Procurement personnel who proactively address these issues will be taking a major step toward helping their organization prepare for the future. The Global Sourcing Strategy & Smart International Procurement course has been designed to guide procurement professionals through the complexities of Global Sourcing.

**Participants attending EuroMaTech's highly interactive Global Sourcing Strategy & Smart International Procurement training course will develop the following competencies:**

- Global procurement risk management
- Emerging markets sourcing
- Cross-enterprise performance metrics
- Collaborative outsourcing and service acquisition models
- Data management and analytical capabilities
- Finding and nurturing the next generation of procurement leaders

## WHO SHOULD ATTEND?

The Global Sourcing Strategy & Smart International Procurement training course is designed for procurement professionals who need to understand the impacts of the global strategic sourcing process in order to participate in a smart procurement team.

**This training course is suitable to a wide range of professionals:**

- Procurement Officers
- Contracting Officers
- Supply Chain Professionals
- Program Managers

The training course will also greatly benefit those who are involved in the planning, evaluation, preparation and management of global purchasing, tenders, contracts that cover the acquisition of materials, equipment, and services

## PROGRAMME OBJECTIVES

**EuroMaTech's Global Sourcing Strategy & Smart International Procurement training course aims to help participants to achieve the following objectives:**

- Understanding global sourcing strategies
- Developing appropriate sourcing strategies
- Learning how total costs are determined
- Understand the hidden costs and risks of international procurement
- Learn how to critically analyze various global strategies
- Learn how to deal with various stakeholders
- Discover methods to reduce the overall procurement costs
- Implement appropriate strategies and tactics to enhance procurement

## TRAINING METHODOLOGY

The Global Sourcing Strategy & Smart International Procurement training course will increase participants'™ competencies through a variety of instructional methods, individual and team exercises, group discussions and specific team assignments covering the main topics presented in the programme. This is a highly interactive and competitive training course where the participants will work and compete in team exercises; whereby all participants will grasp the essential elements of global sourcing strategies and smart procurement methods.

## PROGRAMME SUMMARY

This unique EuroMaTech training course Global Sourcing Strategy & Smart International Procurement covers critical areas operating in the procurement world whereby participants will understand the global procurement strategies and the effects on their organization. It will specifically cover critical areas to implement a global sourcing strategy to maximize total cost savings and apply best practices and lessons learned in smart international procurement efforts.

# PROGRAM OUTLINE

## DAY 01

### Devising a Global Sourcing Strategy

- Global sourcing today
- The case for a global sourcing strategy
- Major issues to address in your strategy
- Developing the strategy
- Implementing the global sourcing strategy
- Case Study - *CIPS sourcing best practice methodology*

## DAY 02

### Stages of a Global Sourcing Strategy

- Stage 1: Preliminary Research - *Investigation and Tendering*
- Stage 2: Market and Supplier Evaluation
- Stage 3: Selection of the Supplier (*Sourcing Event*)
- Stage 4: Implementation
- Stage 5: Performance Monitoring
- Determining the most appropriate supplier contract

## DAY 03

### What Should Smart Procurement Be?

- Understanding the complete procurement cycle
- The complete guide to achieving 100% procurement visibility
- The 10-step guide to Smart Procurement
- Cost Management Strategies for sustainable procurement
- Smart Procurement The European dimension
- Negotiation in different countries and Foreign Trade Zones

## DAY 04

### Procurement Risk Management (PRM) and Global Supply Chain Risks

- Understanding of the definition and scope of PRM
- Approaches to managing global sourcing risks
- Developing techniques for effective PRM
- Managing risk in the global supply chain
- Six specific risks and how to mitigate them
- Supply Contract types and associated risks

## DAY 05

### Effective and Sustainable Global Procurement

- Ethical and sustainable procurement
- Essentials of ethical trade
- Collaboration the way forward
- Benefits of sustainable global sourcing
- Challenges of ethical and sustainable procurement
- Team Assignment formal presentation

## IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on [inhouse@euromatech.ae](mailto:inhouse@euromatech.ae) for further information and/or to receive a comprehensive proposal.

## QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

# Global Sourcing Strategy & Smart International Procurement

✓	Date	Venue	Fee(\$)
	21 - 25 Oct 2019	Chicago	US\$6,950
	15 - 19 Jun 2020	London	US\$5,950
	19 - 23 Oct 2020	Chicago	US\$6,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).\**

## Your Details

Name (Mr/Ms):.....  
 Position:..... Organisation:.....  
 Address:.....  
 .....  
 City / Country: .....  
 Telephone / Fax: .....

## Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech
- Please invoice me
- Please invoice my company as follows:

Contact Name: .....  
 Company Name: .....  
 Address:.....

### Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

### Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

### Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

### Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

### Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

### Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

### Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

**\*VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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