Sourcing Strategy Development Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s competitive business environment, organizations must adopt innovative sourcing strategies to remain efficient, cost-effective, and resilient. Sourcing Strategy Development Training Course provides professionals with comprehensive knowledge and practical skills to optimize procurement processes, identify high-value suppliers, and implement strategic sourcing initiatives. Participants will learn how to leverage global sourcing trends, advanced analytics, and supplier relationship management to drive organizational success. This course emphasizes actionable strategies that align procurement objectives with overall business goals, ensuring sustainable value creation.

With a focus on strategic thinking, risk management, and cost optimization, this course equips professionals with tools to assess market dynamics, negotiate effectively, and enhance supply chain performance. Participants will explore case studies of successful sourcing transformations, understand emerging technologies in procurement, and develop frameworks for supplier evaluation and performance monitoring. By the end of the training, attendees will be capable of designing and executing sourcing strategies that improve efficiency, reduce operational costs, and enhance competitive advantage in their organizations.

Programme Curriculum

Sourcing Strategy Development Training Course

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Course Objectives

1. Understand the fundamentals of strategic sourcing and procurement management.
2. Analyze supplier markets and assess sourcing risks.
3. Develop sourcing strategies aligned with organizational goals.
4. Learn negotiation techniques to secure favorable terms and pricing.
5. Implement supplier performance evaluation frameworks.
6. Explore global sourcing trends and emerging technologies in procurement.
7. Integrate sustainability and ethical considerations in sourcing decisions.
8. Apply cost modeling and total cost of ownership analysis.
9. Optimize procurement processes through digital tools and automation.
10. Enhance collaboration with cross-functional teams for sourcing initiatives.
11. Evaluate sourcing alternatives and make data-driven decisions.
12. Design effective supplier relationship management programs.
13. Implement continuous improvement strategies for procurement efficiency.

Organizational Benefits

- Improved supplier selection and strategic alignment.
- Cost reduction and enhanced profitability.
- Strengthened supplier relationships and collaboration.
- Reduced procurement risks and operational disruptions.
- Greater compliance with regulatory and sustainability requirements.
- Increased agility in responding to market changes.
- Enhanced negotiation outcomes and contract management.
- Streamlined procurement processes through digital tools.
- Better visibility and control of supply chain performance.
- Support for long-term strategic growth and competitive advantage.

Target Audiences

- Procurement managers and officers
- Supply chain professionals
- Strategic sourcing analysts
- Category managers

- Operations managers
- Purchasing executives
- Business development professionals
- Consultants in procurement and supply chain

Course Duration: 5 days

Course Modules

Module 1: Introduction to Strategic Sourcing

- Overview of sourcing and procurement management
- Key principles and objectives of strategic sourcing
- Trends and challenges in modern sourcing
- Supplier market analysis techniques
- Case Study: Sourcing strategy transformation in a multinational corporation

Module 2: Supplier Market Assessment

- Conducting market research for sourcing decisions
- Supplier identification and evaluation
- Risk assessment and mitigation strategies
- Competitive benchmarking for suppliers
- Case Study: Supplier selection and risk management in a manufacturing firm

Module 3: Cost and Value Analysis

- Total cost of ownership analysis
- Cost modeling for procurement decisions
- Evaluating cost versus value for supplier selection
- Budgeting and cost control strategies
- Case Study: Reducing procurement costs through strategic sourcing

Module 4: Negotiation and Contract Management

- Negotiation planning and strategy
- Techniques for achieving favorable contract terms
- Legal and regulatory considerations in contracts
- Supplier agreement structuring and management
- Case Study: Successful negotiation outcomes in a retail chain

Module 5: Supplier Relationship Management

- Principles of supplier relationship management (SRM)
- Performance monitoring and KPI development
- Communication and collaboration with suppliers
- Supplier development and continuous improvement
- Case Study: SRM implementation in a global supply chain

Module 6: Risk Management in Sourcing

- Identifying sourcing risks
- Strategies for risk mitigation
- Contingency planning and business continuity
- Monitoring and reporting supplier risks
- Case Study: Risk management in a logistics and distribution company

Module 7: Digital Tools and Technology in Sourcing

- Procurement software and automation tools
- Data analytics for sourcing decisions
- e-Procurement and digital sourcing platforms
- Leveraging AI and machine learning in supplier evaluation
- Case Study: Digital transformation of sourcing operations

Module 8: Sustainability and Ethical Sourcing

- Integrating sustainability into sourcing strategies
- Ethical procurement and compliance standards
- Environmental and social responsibility in supplier selection
- Sustainable supply chain practices
- Case Study: Implementing ethical sourcing in a food and beverage company

Training Methodology

- Interactive lectures and presentations
- Group discussions and brainstorming sessions
- Hands-on exercises and simulations
- Real-world case study analysis
- Role-playing and negotiation exercises
- Q&A sessions with industry experts

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

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