Strategic Sourcing Essentials Training 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

Strategic sourcing has become a critical function for modern organizations aiming to achieve operational excellence and sustainable competitive advantage. With global supply chains becoming increasingly complex, companies must adopt structured approaches to sourcing that reduce costs, enhance supplier relationships, and ensure quality compliance. Strategic Sourcing Essentials Training Course provides professionals with the knowledge, tools, and practical insights required to optimize procurement strategies, leverage data analytics, and drive measurable value across their supply networks. Participants will gain a deep understanding of market analysis, supplier evaluation, contract management, and risk mitigation while aligning sourcing practices with organizational goals and industry best practices.

The course emphasizes practical application and real-world case studies, equipping participants with skills to implement cost-saving initiatives, improve negotiation outcomes, and foster strategic partnerships. Learners will explore advanced sourcing methodologies, technology-enabled procurement tools, and supplier performance metrics to make informed, data-driven decisions. By the end of this program, professionals will be able to design sourcing strategies that not only reduce operational costs but also enhance innovation, agility, and resilience within the supply chain ecosystem. This course is ideal for procurement professionals, supply chain managers, and decision-makers seeking to strengthen their sourcing capabilities in a competitive marketplace.

Programme Curriculum

Strategic Sourcing Essentials Training Course

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Course Objectives

1. Understand the fundamentals and strategic importance of sourcing in modern supply chains.
2. Analyze supplier markets to identify cost-saving and value-enhancing opportunities.
3. Apply advanced supplier evaluation and selection techniques.
4. Develop and implement effective negotiation strategies.
5. Master contract management principles and compliance requirements.
6. Utilize data analytics for sourcing decisions and spend visibility.
7. Identify and mitigate risks across the sourcing lifecycle.
8. Build collaborative supplier relationships to enhance performance and innovation.
9. Implement sustainable and ethical sourcing practices.
10. Align sourcing strategies with organizational goals and operational priorities.
11. Leverage technology and e-procurement tools to optimize procurement processes.
12. Monitor supplier performance and implement continuous improvement initiatives.
13. Apply best practices through real-world case studies and scenario analysis.

Organizational Benefits

1. Reduced procurement costs and improved budget management.
2. Increased supplier performance and accountability.
3. Enhanced risk mitigation across the supply chain.
4. Stronger alignment of sourcing strategies with corporate objectives.
5. Improved contract compliance and reduced legal exposure.
6. Enhanced decision-making through data-driven insights.
7. Development of strategic supplier partnerships.
8. Adoption of sustainable and ethical sourcing practices.
9. Increased agility and responsiveness to market changes.
10. Elevated professional competency of procurement teams.

Target Audiences

1. Procurement Managers and Specialists
2. Supply Chain Managers and Analysts
3. Category Managers
4. Strategic Sourcing Professionals
5. Contract Managers and Administrators
6. Purchasing Officers
7. Operations Managers
8. Business Analysts involved in supply chain optimization

Course Duration: 5 days

Course Modules

Module 1: Introduction to Strategic Sourcing

- Overview of strategic sourcing and procurement lifecycle
- Key sourcing principles and frameworks
- Sourcing vs. procurement: understanding the difference
- Aligning sourcing with business strategy
- Case study: Successful sourcing transformation in a multinational firm
- Interactive group activity on sourcing priorities

Module 2: Supplier Market Analysis

- Techniques for market and industry analysis
- Identifying key suppliers and market trends
- Supplier segmentation and categorization
- Risk assessment and market intelligence
- Case study: Supplier consolidation in manufacturing
- Hands-on exercise: Market research simulation

Module 3: Supplier Evaluation and Selection

- Supplier qualification and pre-assessment
- Scorecards and performance metrics
- Cost, quality, and reliability evaluation
- Strategic vs. tactical supplier selection
- Case study: Evaluating global suppliers for cost efficiency
- Workshop: Supplier evaluation scoring

Module 4: Negotiation Strategies

- Principles of effective negotiation

- Preparation and strategy formulation
- Negotiation tactics and win-win outcomes
- Contractual negotiation best practices
- Case study: Successful supplier negotiation in FMCG
- Role-play: Negotiation simulation

Module 5: Contract Management

- Contract lifecycle management
- Key clauses and compliance considerations
- Legal and regulatory requirements
- Monitoring and managing contract performance
- Case study: Mitigating contract disputes
- Exercise: Drafting a sample contract

Module 6: Cost and Spend Analysis

- Techniques for cost analysis and cost modeling
- Total cost of ownership (TCO) calculations
- Spend categorization and tracking
- Identifying savings opportunities
- Case study: Cost reduction through spend analysis
- Practical exercise: Spend data evaluation

Module 7: Risk Management in Sourcing

- Identifying sourcing and supplier risks
- Mitigation strategies and contingency planning
- Supplier financial and operational risk assessment
- Regulatory and geopolitical risk considerations
- Case study: Risk management in global sourcing
- Workshop: Risk scenario analysis

Module 8: Technology in Strategic Sourcing

- Overview of e-procurement and sourcing tools
- Supplier portals and automation solutions
- Data analytics and reporting tools
- Technology adoption for efficiency and transparency
- Case study: Implementation of digital sourcing platform
- Hands-on demo: Sourcing software tools

Training Methodology

- Interactive lectures with practical insights
- Hands-on exercises and workshops
- Real-world case studies for applied learning
- Group discussions and collaborative problem-solving
- Role-plays and simulations for negotiation and evaluation
- Continuous assessment and feedback for skill reinforcement

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

Start Date	End Date	Location	Price
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

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