

GLOBAL EXPERTS INSTITUTE FOR TRAINING.
ISO 9001-2008 TRAINING PROVISION CERTIFIED

Materials Procurement Management

Schedule Dates:

Start Date	End Date	Place
21-Sep-2025	25-Sep-2025	Ramada Plaza by Wyndham Istanbul

Program Introduction:

Efficient materials procurement is essential for ensuring uninterrupted operations, cost control, and supply chain stability in any organization—especially in asset-intensive industries. The “Materials Procurement Management” course provides a comprehensive overview of procurement processes, from planning and sourcing to contract management and supplier evaluation. Participants will gain the skills to manage procurement activities strategically, reduce risks, and build sustainable relationships with suppliers while aligning procurement goals with business objectives.

Program Objectives:

- ✓ Understand the core principles and functions of materials procurement.
- ✓ Learn how to develop procurement strategies aligned with organizational needs.
- ✓ Master the procurement lifecycle: planning, sourcing, negotiation, and contract management.
- ✓ Evaluate and manage supplier performance and risk.
- ✓ Apply cost control, budgeting, and forecasting techniques in procurement.
- ✓ Understand legal and ethical considerations in procurement processes.
- ✓ Use procurement technologies and systems to optimize efficiency and transparency.

Who should attend?

- Procurement and purchasing officers
- Supply chain and logistics professionals
- Materials managers and warehouse supervisors
- Project managers in construction, oil & gas, and manufacturing
- Finance and operations managers involved in procurement decisions
- Engineers and planners working with procurement teams
- Anyone seeking to improve their knowledge of materials acquisition and supplier management

Program Outlines

Day One

- Introduction to Materials Procurement Management
- The Strategic Role of Procurement in the Supply Chain
- Procurement Planning and Demand Forecasting
- Categories of Materials and Procurement Classifications
- The Procurement Lifecycle: From Requisition to Delivery

Day Two

- Sourcing Strategies and Market Analysis
- Vendor Identification and Prequalification
- Tendering Processes and Bid Evaluation
- Negotiation Techniques and Cost Optimization
- Contract Management and Legal Aspects of Procurement

Day Three

- Incoterms and International Procurement Guidelines
- Ethical Procurement and Anti-Corruption Policies
- Inventory Management and Just-in-Time (JIT) Procurement
- Procurement Risk Assessment and Mitigation
- Quality Control and Inspection in Material Receiving

Day Four

- Key Performance Indicators (KPIs) for Procurement
- Budgeting and Cost Control in Procurement Activities
- Procurement for Capital Projects and Major Equipment
- Framework Agreements and Long-Term Supply Contracts
- Sustainable and Green Procurement Practices

Day Five




- Procurement Audits and Compliance Checks
- E-Procurement and Use of ERP Systems (e.g., SAP, Oracle)
- Supplier Relationship Management (SRM)
- Case Studies in Procurement Excellence and Failures
- Future Trends in Procurement: AI, Blockchain, and Automation

Training Methodology:

- Slide presentations
- Interactive discussion
- Simulations and Gamification
- Online Video material

Cost Quotation in Kuwaiti Dinars

The total cost includes:

-  Instructor(s) expenses
-  Training materials
-  Certification

Total Cost: 1400 KD per Participant
(One Thousand Four Hundred Kuwaiti Dinar)