

OBJECTIVE

- ❖ Define the strategic role of the purchasing department.
- ❖ Perform accurate supplier evaluation.
- ❖ Identify the importance of value analysis to purchasing.
- ❖ Evaluate the performance of the department using proper Key Performance Indicators (KPIs).
- ❖ Improve the efficiency of the purchasing function



ADVANCED PURCHASING & NEGOTIATION SKILLS

COURSE OUTLINE

- ❖ The Role Of Logistics In The Economy And Organization
- ❖ The Strategies Function of Purchasing
- ❖ Supplier Evaluation
- ❖ Managing and Evaluating the Department Performance
- ❖ Improving Purchasing Efficiency
- ❖ Understanding Negotiation
- ❖ About Mutual Gain
- ❖ Dealing with Difficult Issues

WHO SHOULD ATTEND

Senior buyers, purchasing supervisors, purchasing managers and other managers who need to understand purchasing management.

SBL CLAIMABLE



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