CINPAA | INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

سينبا | التعاونية الدولية للتدريب والاستشارات



Training programme:

Strategic Procurement and Supplier Management in International Organisations

Delivered in several cities and dates

OUR INTERNATIONAL PARTNERS:

ISDE Law Business School High Performance Education
Higher Institute of Law and Business (ISDE)

Professional Development Institute
Professional Development Institute

Universidad Camilo José Cela
Camilo José Cela University

SEK EDUCATION GROUP

ISO 29993:2017 Learning services for non-formal education and training

ISO 9001:2015

Strategic Procurement and Supplier Management in International Organisations

About the programme:

A programme focused on developing strategic procurement and supplier management to strengthen efficiency, transparency, and continuity of operations.

Objectives:

Developing participants' skills, knowledge, values and professional approaches in:

a. Develop strategic procurement planning.
b. Improve supplier selection and management.
c. Strengthen risk management and compliance.
d. Support efficiency and value in purchasing operations.
e. Prepare a supplier evaluation matrix combining quality, cost and risk transparently.

Target audience:

a. Procurement managers and officers
b. Supply chain and logistics managers
c. Contract and operations officers

Daily programme:

• Day 1: Procurement strategy

a. Linking procurement plans to organisational objectives
b. Defining purchasing categories and their priorities
c. Category analysis based on spend, risk and market complexity
d. Value for money as the guiding principle of procurement decisions
e. Case study: reviewing the annual procurement plan of an international organisation
f. Day output: category priority matrix for planned purchases

• Day 2: Needs and market analysis

a. Analysing demand and the capacity of the supplier market
b. Writing clear procurement requirements and specifications
c. Market engagement before tendering without distorting competition
d. Choosing procurement methods suited to value and complexity
e. Workshop: writing a requirement specification for a selected purchase
f. Day output: clear requirement specification

• Day 3: Supplier selection

a. Qualification and evaluation criteria for supplier selection
b. Documenting bid comparisons transparently and consistently
c. Balancing quality, cost and risk in evaluation scoring
d. Evaluation committees: roles, independence and confidentiality

e. Workshop: preparing a supplier evaluation matrix combining quality, cost and risk

f. Day output: supplier evaluation matrix with weighted criteria

• Day 4: Contract and performance management

a. Supplier performance indicators and regular performance reviews

b. Managing contract changes, disputes and their documentation

c. Supplier relationship management for strategic suppliers

d. Contract closure and lessons for future procurement

e. Case study: handling a contract dispute over late and incomplete delivery

f. Day output: supplier performance scorecard

• Day 5: Risk and compliance

a. Supply risks and conflicts of interest in purchasing decisions

b. An auditable procurement decision trail from need to payment

c. Fraud indicators in procurement and preventive controls

d. Digital procurement systems that support transparency and audit

e. Workshop: reviewing a procurement file for compliance and audit gaps

f. Day output: procurement compliance checklist

Training methods and certificates:

Our programmes are built on modern pedagogy that combines theoretical knowledge with practical application, in line with participants' needs and the demands of the workplace. Methods include:

- **Interactive workshops:** analysis of real data and group discussions that strengthen practical understanding.
- **Case studies:** examples from international organisations that highlight real successes and challenges.
- **Realistic simulations:** participants train through professional scenarios that mirror real situations requiring decisions and situation management.
- **Advanced tools and technologies:** hands-on practice with up-to-date training software and tools suited to each field.

Certificates:

On successful completion, participants receive a certificate issued by CINPAA, a training institute officially registered in the European Union, Spain and the United Kingdom.

CINPAA - Cooperative International for Training and Consulting

Our programmes are delivered within academic and professional partnerships, cooperation agreements and memoranda of understanding with a number of academic and professional institutions, including:

- **Camilo José Cela University - Spain**
- **ISDE - Law & Business School - International**
- **Professional Development Institute - United Kingdom**

These partnerships aim to exchange expertise, develop training content and raise programme quality in line with international best practice.

Kind regards,
International Programmes Department
"CINPAA" INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

Course details and registration

Course Details | Registration

Programme	**Strategic Procurement and Supplier Management in International Organisations**	Course Title
Language	**English**	Course Language
Duration	**5 days**	Duration
Venue	**Several cities and dates – see the table below**	Venue
Financial offer	**Sent separately, according to the number of participants and the delivery conditions.**	Financial Offer

Registration and confirmation:

To register, please use one of the following:

a. Complete the programme request form on our website.

b. Or send an email from your training department.

c. Or a nomination letter from your organisation.

Send your confirmation by:

Email	info@cinpaa.org
WhatsApp	+34 635 867 686

Our team is ready to advise on accommodation and logistics before and during your stay.

Planned programme dates:

City	Dates
Barcelona, Spain	07 - 11 Dec 2026
Barcelona, Spain	01 - 05 Feb 2027
London, United Kingdom	03 - 07 May 2027
Cairo, Egypt	02 - 06 Aug 2027
Madrid, Spain	01 - 05 Nov 2027

The programme can be delivered in other cities and on other dates to suit your organisation, at the length you need. The cities are listed on the last page.

Cities where we deliver our programmes:

This programme can be delivered in any of the following cities, and elsewhere on request.

Albania Tirana, Saranda	**Australia** Sydney	**Austria** Vienna, Hallstatt, Salzburg / Zell am See	**Azerbaijan** Baku
Bahrain Manama	**Belgium** Brussels, Bruges	**Bosnia and Herzegovina** Sarajevo	**Canada** Toronto, Montreal
China Hong Kong, Shanghai, Beijing, Guangzhou	**Croatia** Dubrovnik	**Cyprus** Nicosia, Limassol, Larnaca	**Czech Republic** Prague
Egypt Cairo, Sharm El Sheikh, Alexandria, Hurghada	**France** Paris	**Georgia** Tbilisi, Batumi	**Germany** Munich, Berlin, Düsseldorf, Frankfurt
Greece Athens, Rhodes	**Hungary** Budapest	**Indonesia** Bali, Jakarta	**Ireland** Dublin
Italy Rome, Florence, Milan, Venice, Como	**Japan** Tokyo	**Jordan** Amman, Aqaba	**Kuwait** Kuwait City
Malaysia Kuala Lumpur	**Maldives** Maldives	**Mauritius** Mauritius	**Montenegro** Budva, Kotor
Morocco Casablanca, Marrakech, Tangier, Rabat	**Netherlands** Amsterdam	**Oman** Muscat, Salalah	**Philippines** Manila
Poland Krakow, Warsaw	**Portugal** Lisbon, Porto	**Qatar** Doha	**Russia** Moscow
Saudi Arabia Riyadh, Jeddah, Dammam	**Serbia** Belgrade	**Slovenia** Ljubljana	**South Korea** Seoul
Spain Madrid, Barcelona, Valencia, Alicante, Benidorm, Malaga / Marbella, San Sebastian, Granada, Cordoba, Canary Islands, Seville, Bilbao	**Switzerland** Geneva, Luzern, Zurich, Interlaken, Zermatt, Lugano	**Thailand** Bangkok, Phuket	**Tunisia** Tunis
Turkey Istanbul, Antalya, Trabzon, Bursa, Izmir, Bodrum, Antakya (Hatay)	**United Arab Emirates** Dubai, Abu Dhabi	**United Kingdom** London, Edinburgh, Manchester, Birmingham	**United States** Miami, New York, Los Angeles, Washington