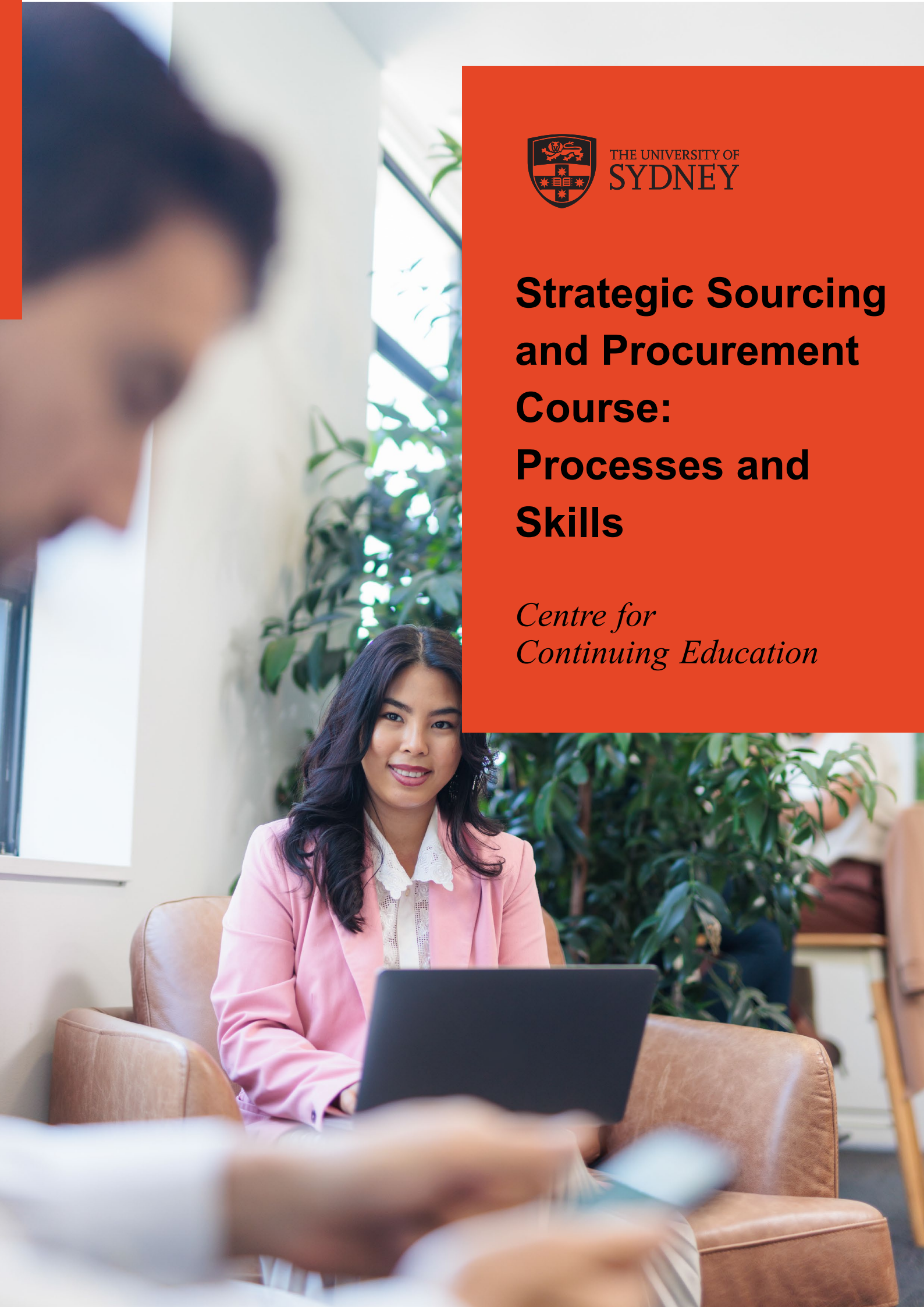




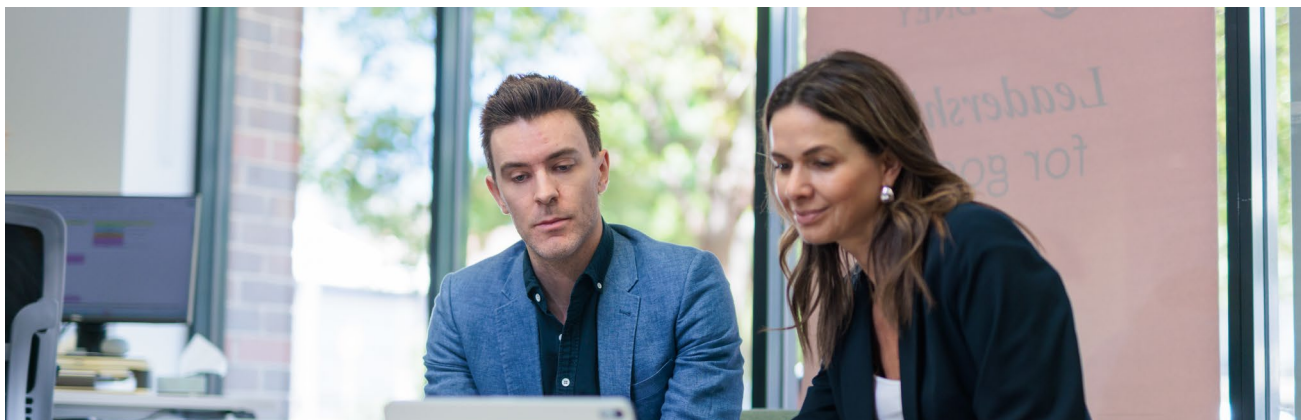
THE UNIVERSITY OF
SYDNEY

Strategic Sourcing and Procurement Course: Processes and Skills

*Centre for
Continuing Education*



Strategic Sourcing and Procurement Course: Processes and Skills



Procurement is a strategic function and plays an important role in the cost structure and competitiveness of small and large businesses.

Strategic sourcing and procurement skills include the management of a broad range of processes that are associated with an organisation's aim to acquire essential goods and services needed for delivering a service a product, assembling or manufacturing a product, and generally transforming inputs to outputs. These processes include activities such as product and service sourcing, supplier selection, pricing and terms negotiation, transaction and contract management, supplier performance management and supplier sustainability issues.

By reviewing the end-to-end procurement process, you will develop the capability to identify ways in which value can be added and conversely, depleted. Risk and ethical issues will also be discussed to ensure a high quality of strategic procurement.



Course duration

1 session, 8 hours total



Time

9am - 5pm



Format

Face-to-face
or
Online in real-time



Dates

Browse available
[course dates](#)

Intended audience

Most managers are engaged either directly or indirectly in strategic procurement, especially those engaged in tendering, procurement and probity. This can include the following job areas:

- Logistics and supply chain managers, supervisors and leads
- Member of a procurement team
- Project Managers and team members
- Procurement support officers
- Government tendering staff



Upon completion

Every participant receives a University of Sydney certificate of completion.



Aims

This course aims to:

- develop your judgement in evaluating the merit of sourcing from suppliers at a strategic level
- examine the favourable impact that strategic sourcing and early supplier involvement can have on the supply chain
- demonstrate how cross-functional category teams can be used to develop sourcing/procurement specifications
- build your proficiency in writing Requests for Quote, Requests for Proposals and Requests for Quote
- improve your negotiation skills
- enable you to effectively manage a Statement of Work/contract
- evaluate the results of your strategic sourcing and procurement decisions.



Outcomes

By the end of this course, you should be able to:

- identify the benefits that strategic sourcing offers compared to procurement
- write briefs and procurement specifications
- prepare requests for proposals, quotations and tenders, including e-procurement
- utilise a wide variety of strategic sourcing and procurement tools and techniques
- develop your negotiation skills
- undertake risk analysis and evaluate submissions
- manage contracts
- determine the total cost of procuring products and services
- work within probity and corporate social responsibility requirements when sourcing goods and services.



Content

- The scope of strategic sourcing and procurement management
- Business analysis requirements for generating strategic sourcing and procurement requirements
- Developing sourcing strategies and supplier relationships
- Using cross-functional category teams for developing sourcing criteria
- Coordination of procurement processes and evaluation - the procurement contract: design, tender, evaluation & negotiation; decision criteria, eg price, service, quality of goods, running costs, technical merit, previous experience, delivery date, cost effectiveness, quality, relevant environmental considerations, aesthetic and functional characteristics, safety, after-sales services, technical assistance and any other relevant matters
- Cost is a major factor in contracts for goods and services but there are many others such as customer service and support, delivery, selection, environmental sustainability and corporate social responsibility
- Tools and techniques for conducting the procurement process, including request for quote/proposal/tender and e-procurement systems
- Assessing the results and value for the business from strategic sourcing and procurement decisions



“Course was very interesting, even for someone who is not actually working in that particular field. Tutor was also very interesting, and very informative, and venue was relaxed and good for small groups.”

Lyn Garling

“Brilliant course content and delivery by tutor. Very interactive and had a good flow.”

Makrand Manjrekar

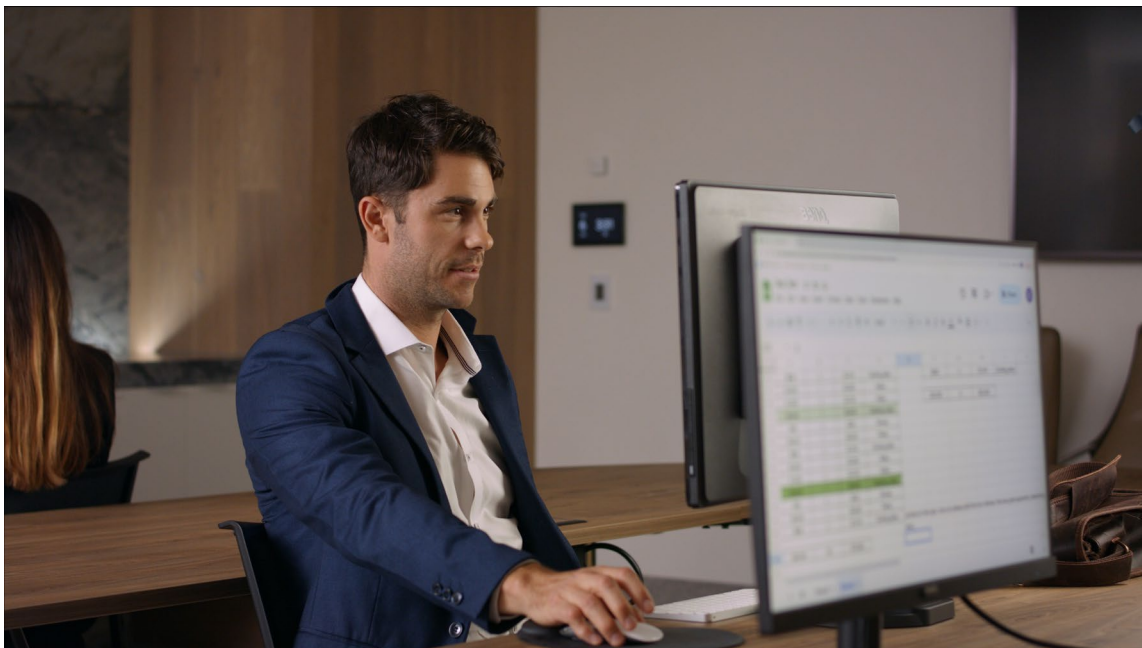


Delivery style

This course is interactive in its delivery and includes lectures, group exercises and discussion. There will also be a role play for developing your negotiation skills.

Materials

All course materials, including the presentation and course workbook, are provided electronically.



Organisational training and development

This course can be delivered as a private session for groups, and tailored to meet the needs of your business. Contact us to discuss our range of organisational training solutions.

[Learn more](#)



THE UNIVERSITY OF
SYDNEY

We recognise and pay respect to the Elders and communities – past, present, and emerging – of the lands that the University of Sydney's campuses stand on. For thousands of years they have shared and exchanged knowledges across innumerable generations for the benefit of all.

Empower ambition,
inspire leadership

For more information

Centre for Continuing Education
+61 2 7255 1577

cce.sydney.edu.au

Follow us



@ccesydney



@centreforcontinuingeducation



ccesydney