

> Advanced Procurement Skills

Enhancing Procurement for Peak Performance

31 Jan - 04 Feb 2021, Dubai
04 - 08 Oct 2021, London



06-JAN-21

An ISO Certified Company



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Training Course Overview

Purchasing is the process in an organization of buying goods and materials at the most economical way and is recognised as a major contributor to profitability through cost cutting. This COPEX training course will examine the process of buying as a part of the supply chain where relationships with suppliers and customers are paramount and methods examined as to integrate supplier and customer plans to improve profitability. This stimulating course will examine procurement management as the integration of all business processes across the supply chain looking at strategic, tactical and organisational levels. This exciting and informative training course will enable delegates to return to their organisations and implement ideas to make significant cost savings in a number of different areas of their business.

Training Course Objectives

By attending this COPEX Training course you should achieve these goals:

- How to Understand the Process of Purchasing Within Their Organisations
- How to Determine the Best Strategy for Managing and Rating Suppliers
- How to Identify Cost Savings Through Changes to Processes
- How to Improve Negotiation Skills
- An Understanding of How to Make Improvements to Organization Processes



Training Course Outline

Amongst a wide range of valuable topics, the following will be prioritised:

- How the Procurement Function is Structured to Support the Business Across All Levels
- How to Gain Valuable Savings by Analysing the Procurement Processes
- How to Build Relationships with Suppliers and Customers
- How to Influence the Inventory to Gain Significant Savings
- Techniques for Measuring Performance
- How to Identify, Analyse and Evaluate Risk Across the Supply Chain
- Understanding of the Global Supply Chain
- Recognising the Influence of Stakeholder Groups and Managing Their Expectations
- Understand the Importance of Cost and Price

Designed For

This COPEX training course is suitable for middle and senior managers who have responsibility for operational areas in the organisation, as well as consultants and professionals who support them. For example:

- Operational Managers
- Financial Managers
- Buyers
- Board Level Executives and Non-Executives

THE CERTIFICATES

- Copex Certificate of Attendance will be provided to delegates who attend and complete the course

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Date	Venue	Fees (USD)
31 Jan - 04 Feb 2021	Dubai, UAE	\$5,950
04 - 08 Oct 2021	London, UK	\$5,950

**This fee is inclusive of Documentation, Lunch and Refreshments and exclusive of 5% UAE VAT*

REGISTRATION DETAILS (PLEASE USE BLOCK CAPITALS)

Salutation: First Name: Last Name:
Designation: Company:
Tel No.: Mobile No.: Fax: E-Mail:
Mailing Address:
City: Country: Zip Code:

AUTHORISATION (AUTHORISED BY)

Salutation: First Name: Last Name:
Designation: Company:
Tel No.: Mobile No.: Fax: E-Mail:
Mailing Address:
City: Country: Zip Code:

MODES OF PAYMENT

Please Invoice My Company

Please Invoice Me

Cheque Payable To Copex

Hotel Accommodation

Hotel accommodation is not included in the Registration Fee. Special rates and limited number of rooms are available for attendees wishing to stay at the hotel venue.

Please make your request for accommodation at least 3 weeks prior to the commencement of the course.

Cancellations & Substitutions

Cancellation must be made in writing 2 weeks prior to the commencement of the course. A service charge of US\$ 250 will be applicable. Thereafter, full payment is required, but a substitute delegate is welcome at no extra charge.

copex

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