



# Strategic Procurement and Purchasing

## Overview

Acquire a foundational understanding of managing and optimizing procurement and supplier management.

You will learn basic principles of purchasing and develop strategies in supplier negotiations impacted by economic and regulatory issues.

## Who Should Attend

This introductory program is for managers or directors who are new to purchasing, new to managing purchasing staff, or anyone looking to brush up on current purchasing issues and strategies. Titles of participants have included:

- Procurement Operations Specialist
- Director, Accounting Services
- Manager, Contract Management
- Strategic Sourcing Manager

## Program Benefits

Improve your ability to:

- Discuss the importance of purchasing in the supply chain
- Explain the dynamic environment of the purchasing industry including economic and regulatory issues
- Decide what procurement strategies make sense for your company
- Understand the basics of spend analysis
- Discuss key issues in supplier negotiation

## At Penn State

### 2-Day Short Course

**Location: University Park, PA**

This course fulfills a requirement for the Professional Certificate in Supply Chain Operations.

Please see our Schedule on the web for current dates.

## Value For You & Your Organization

Strategic Procurement and Purchasing provides practical information to better manage purchasing operations.

You will learn techniques for lowering total procurement costs or maintaining current costs in an environment where material costs are on the rise.

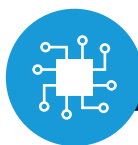
**“The course curriculum was a great blend of supply chain and procurement. It was also a great blend of people who brought different experiences to the program.”**

**Bill Bianco**

Buyer/Inventory Supervisor  
Hussey Copper

## Program Content

This program is taught by the very best business faculty and experienced practitioners from top organizations who will help you tie critical new perspective, concepts, and techniques to immediate application in the workplace.



### Key Purchasing Concepts

- Spend analysis
- Commodity segmentation
- Supplier bid evaluation
- Supplier and industry research
- Global/worldwide sourcing
- Total cost of ownership analysis



### Influencing the Process

- Data and influence
- How to get the most out of the supply base
- Maintaining strong supplier relationships



### Current Trends

- Domestic trends
- International trends
- Sustainability in the supply base
- Ethics in procurement
- Supplier quality



### Case Studies

- Cost modeling techniques
- Market intelligence
- Negotiation
- RFP Development in Manufacturing and Services

## Pricing

- **\$2,150** covers tuition, materials, lunch, breaks, and the group dinner only (you are responsible for lodging, travel, and “on your own” dinners)
- **\$2,600** includes above plus meals and lodging at the Nittany Lion Inn or The Penn Stater (you are responsible for travel)

## Discounts

A 20% discount is available for:

- DoD or government employees
- Penn State Alumni
- Teams of three or more attending this program from one company
- CSCR Corporate Sponsors & other affiliated groups

## Earn a Professional Certificate

Grow your career and increase the value you bring to your organization. Earn a Professional Certificate in Strategy and Organizational Performance or Supply Chain by taking a series of three programs, in any order, over any period of time. Visit our website for full details.

## Custom Learning Solutions

We work with organizations to create custom learning solutions focused on your unique goals, challenges, and performance needs. Your solution may be a single intervention, a virtual experience, or a multi-session program supporting long-term change initiatives. Please call us to learn more.

**Our Learning Solutions Associates are ready to assist you with course reservations or additional details. For information on our full portfolio of offerings—including custom learning opportunities—call or visit us on the web.**

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