

Business

# Best Practices in Procurement & Purchasing

Quantifying Procurement Impact and Translate  
Savings into Tangible Business Outcomes

**\$950** / 2 Days

Delivery  
In-Person

Level  
Beginner



## About the Course

Are you a procurement professional ready to transform your role? Move beyond basic cost-saving tactics and become a strategic partner driving value creation for your business?

This short, impactful course equips you with a structured framework for conducting procurement exercises, focusing on key factors for capturing value from your purchases. Learn to quantify the impact of your decisions, build strong supplier relationships, and position procurement as a critical function contributing to your company's success.

## 3 Takeaways



Understanding the risk in sourcing and how to manage them during the sourcing process.



Use different sourcing strategies to deliver results.



How to negotiate for results and relationship building.

Who is this course for?

Newly appointed supervisors and managers as well as senior buyers with less than 3 years of procurement experience.

Who Should Attend:

- ✓ Procurement and purchasing professionals seeking to elevate their skillset.
- ✓ Buyers and new managers ready to move beyond cost reduction.
- ✓ Individuals aiming to position procurement as a strategic function.

# Day 1

Here's what you get to learn in this course

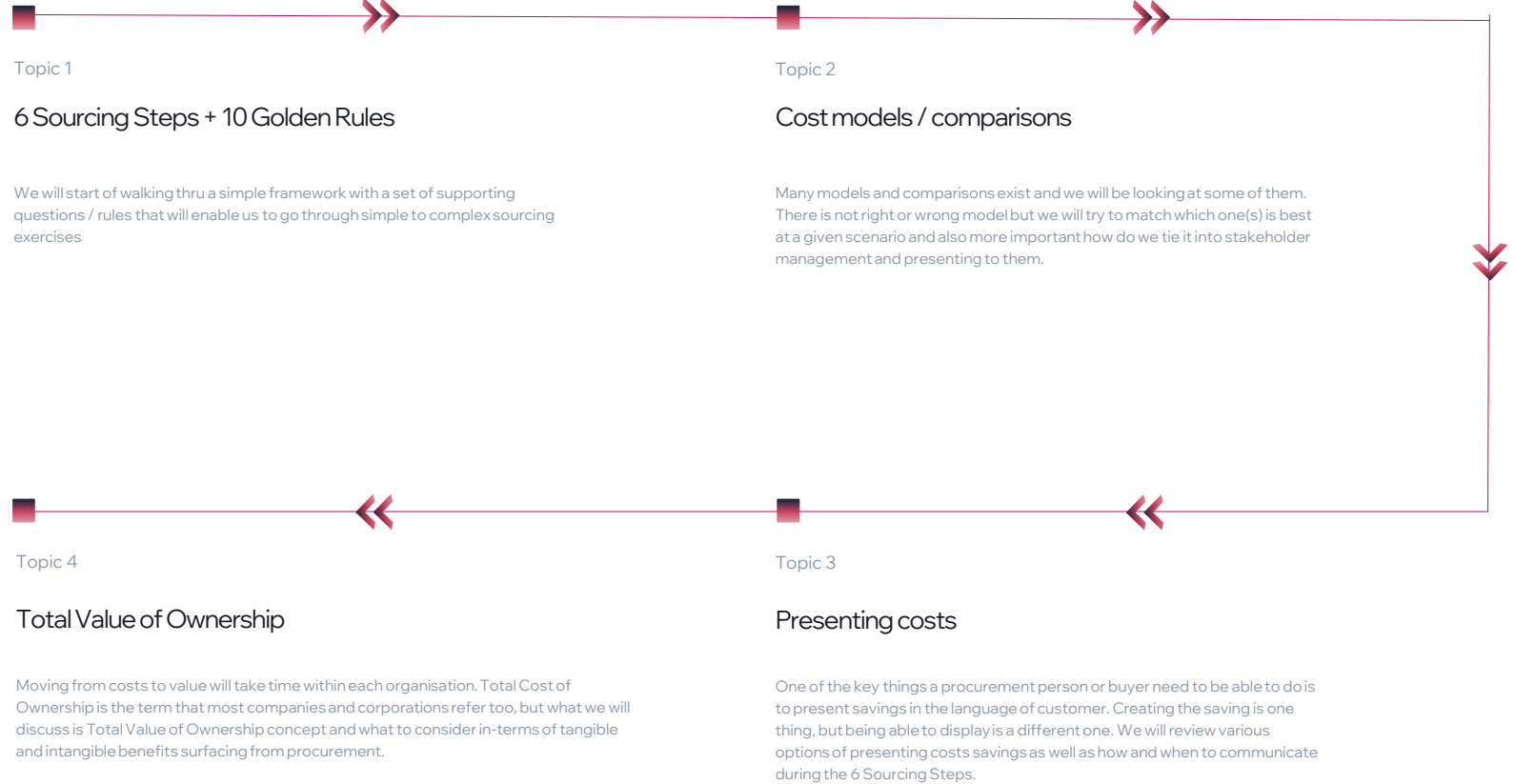


6 Sourcing Steps + 10 Golden Rules

Cost models / comparisons

Presenting costs

Total Value of Ownership



# Day 2

Here's what you get to learn in this course

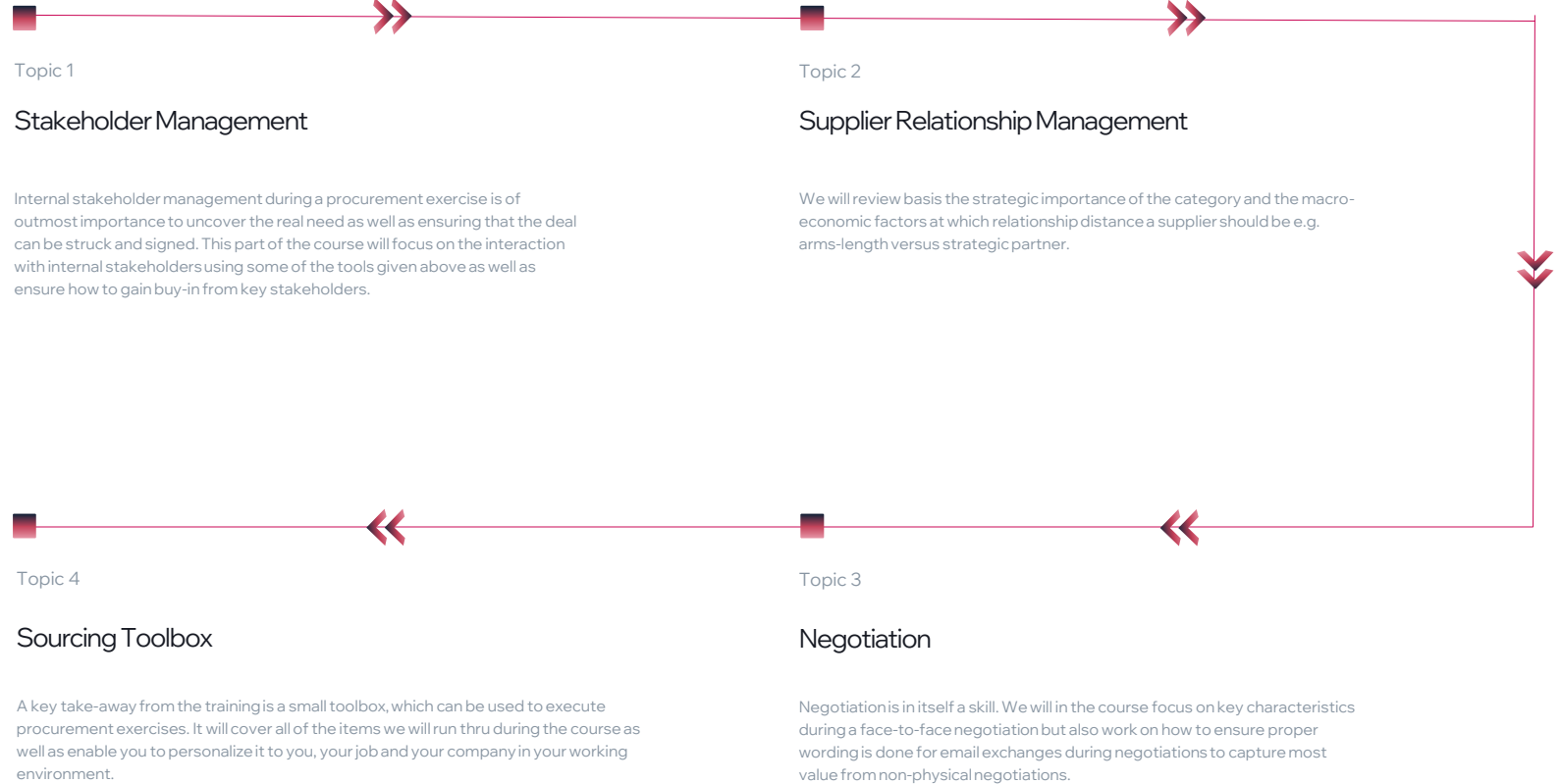


Stakeholder Management

Supplier Relationship Management

Negotiation

Sourcing Toolbox



Meet Our Trainer

# Michael Nielsen

“ A very good course for beginners and yet providing a good overview of the possibilities of Power BI

William Chan, Deputy Director

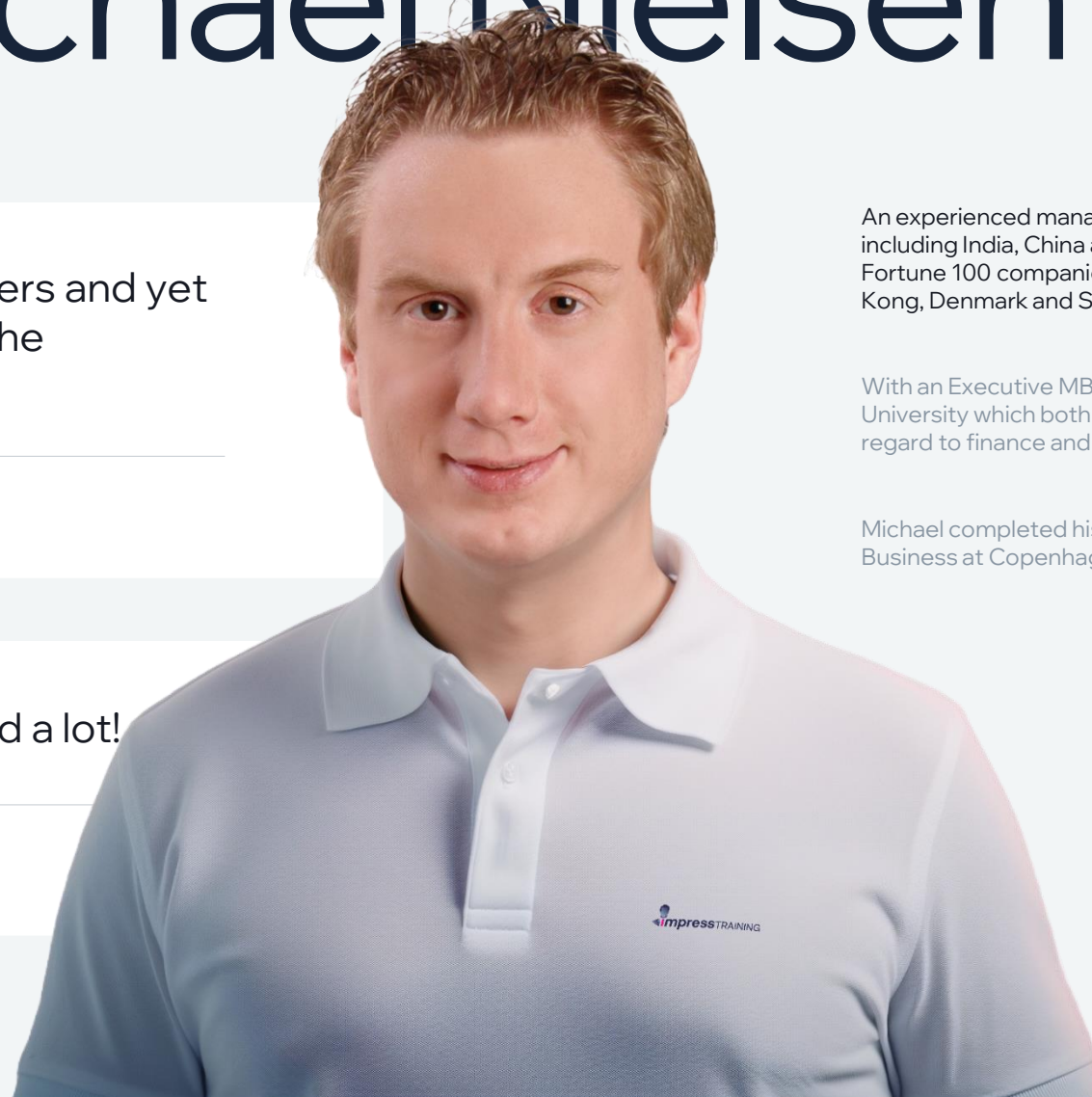
“ Thank you so much! I've learned a lot!

Sean Lim, Senior Manager

An experienced manager having lived in various Asian countries including India, China and Singapore. He has worked with multiple Fortune 100 companies as well as set up his own companies in Hong Kong, Denmark and Singapore.

With an Executive MBA from INSEAD as well as one from Tsinghua University which both have given him a strong theoretical toolbox in regard to finance and strategy.

Michael completed his undergraduate degree in International Business at Copenhagen Business School in Denmark



# For More Information:

Find us at

**Impres Training Pte Ltd.**

8 Burn Road,  
#04-11/12, Trivex,  
Singapore 369977

Contact us at

 (+65) 6636 9772

 [mail@impresstraining.com](mailto:mail@impresstraining.com)

 (+65) 9850 9058

 [www.impresstraining.com](http://www.impresstraining.com)



Follow us on Instagram



Like us on Facebook



Watch us on YouTube

