

Scandinavian Academy
Training Center

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Riyadh - Al Khaleej District - Sheikh Abdul Aziz Bin Abdul Rahman Bin Bishr Street - 13223 - Office No. 5 | P.O.BOX : 13224

Course: The Strategic Buyer

Code	City	hotel	Start	End	price	Language - Hours
PI-326SA	Dammam	Hotel Meeting Room	2027-01-31	2027-02-04	9950 SR	En - 25

INTRODUCTION

International procurement is a complex process, which has the potential to provide many benefits to the organization in the form of lower prices, higher quality and improved supplier performance.

In this programme you will learn how to:

- Locate, evaluate and manage international sources
- Implement best practices in international procurement
- Effectively draft an international procurement contract
- Manage the international movement of materials

PROGRAMME OBJECTIVES

- Examine how to locate and evaluate new sources internationally
- Consider the impact of the internet on purchasing operations
- Review best practices in international purchasing
- Analyze ways of managing suppliers more effectively
- Study new concepts in inventory management
- Enhance their negotiating skills
- Understand the proper drafting of international contracts
- Plan for effective international transportation management

TRAINING METHODOLOGY

Participants will learn by active participation during the programme through the use of programme materials, exercises, video presentations and discussions on “real life” issues in their organizations.

PROGRAMME SUMMARY

Effective international buying is essential to the success of the modern business, government and military materials management operation. This programme will focus on the best practices for locating, utilizing and managing global suppliers. Techniques for improving supplier performance, lowering prices, improving quality, shortening lead times, reducing inventory levels and eliminating unnecessary costs will also be carefully considered. In addition we will also examine the impact of the internet on global buying activities.

PROGRAMME OUTLINE

DAY 1 - The Modern Buying Function

- Globalization and its effects
- Utilizing the internet for procurement
- Modern buying practices
- Assuring supplier performance
- Methods for determining price
- Procurement’s role in the organization
- Procurement performance measurement
- Long term contract pricing formulas

DAY 2 - International Buying

- International buying operations
- International counter-trade
- Achieving the benefits of global procurement

- Overcoming the difficulties of international buying
- Utilizing the learning curve
- Ensuring the quality of material deliveries
- International buying and inventory management
- Reducing costs in inventory management

DAY 3 - International Supplier Sourcing

- Preparing to move beyond domestic sourcing
- Global sourcing
- Locating international sources
- Determining the type of supplier to utilize
- Single source vs. multiple source policy
- Source evaluation criteria
- Managing exchange rate risk
- Dealing with issues of ethics

DAY 4 - Negotiation And Contract Preparation

- Insights into the negotiation process
- Characteristics of the effective negotiator
- Preparing to negotiate
- Negotiating techniques
- Obtaining the benefits of supplier partnering
- International buying legalities
- Drafting the international contract
- Dispute resolution mechanisms

DAY 5 - International Movement Of Goods

- International commercial terms
- Buying transportation services
- Utilizing air transportation

- Utilizing ocean transportation
- Securing marine insurance
- Calculating total landed cost
- Strategic purchase planning
- Reengineering purchasing operations

The Scandinavian Academy for Training Center adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training Center.

Program Timings: 9:00 AM to 2:00 PM

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.
- A closing ceremony on the final day to distribute certificates and celebrate participants achievements.
- **Note: All prices are exclusive of 15% Value Added Tax (VAT).**

Our Success Partners

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