



# EFFECTIVE PROCUREMENT MANAGEMENT

(MANAGING SUCCESSFUL PROCUREMENT AND VENDOR RELATIONSHIPS IN THE DIGITAL AGE)

## PROGRAM OVERVIEW

This workshop focuses on learning effective Procurement and Vendor Relationship Management through end-to-end project and organizational procurement framework and life cycle. Over 2 days you will master the step-by-step process for converting needs into outsourced goods and services. You will gain knowledge on how to develop evaluation criteria to select the most appropriate procurement partner, and how to create an effective statement of work and service level agreements.

## TRAINERS PROFILE



**Amir Wahab Khan**

ACCA , MBA ( Finance ) , MSPM  
Advance Certification in Procurement & SCM



**Khurrum R. Ghor**

PMP, CSBA, ITIL, MCTS, MCSD

### For Further Details and Registrations

Visit / Call / E-mail us

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## LEARNING OUTCOMES

- ✓ Understand end to end procurement management framework and life cycle.
- ✓ Developing proper procurement organization, policies, systems and procedures
- ✓ Managing Tender & Contract for effective project procurement.
- ✓ Recognize the different contract types, their objectives and legal implications
- ✓ Using RFI/RFP/RFQ as a tool to determine the procurement strategy.
- ✓ Adapt and improve your procurement negotiation techniques and communication strategies.
- ✓ Develop a vendor/supplier election criteria & evaluation model for Effective Procurement.
- ✓ Monitor and control vendor/supplier performance and maintain effective relationships

## WHO SHOULD ATTEND?

Procurement Manager, Sourcing /Contract Manager , Project Manager and anyone involved in procurement

## WORKSHOP INVESTMENT

Rs. 16,500/- Including Training Material , Certificate & Lunch & tea breaks (10 % discount on Registration)

**Venue: Dreamland Hotel, Islamabad**