



TRAIN DEVELOP
EMPOWER

TRAIN • DEVELOP • EMPOWER

IN-HOUSE CORPORATE TRAINING

PROCUREMENT BEST PRACTICES & COMMERCIAL EXCELLENCE

Strengthen procurement capabilities, improve commercial performance, enhance procurement governance, and deliver sustainable value through procurement best practices and commercial excellence.



COURSE CODE

PRC-004



DURATION
3-5 Days



DELIVERY
On-site / Virtual



PARTICIPANTS
10-25 per session



CERTIFICATE
Certificate of Completion



CUSTOMIZABLE
Yes - Tailored to Your Needs

REQUEST PROPOSAL →

WHY THIS PROGRAMME?



BUILD CAPABILITY

Strengthen procurement best practices & commercial excellence capability and practical application.



REDUCE RISK

Identify inefficiencies, risks and performance barriers.



IMPROVE PROCESSES

Create structured, repeatable and sustainable workflows.



DRIVE VALUE

Improve performance, efficiency and measurable outcomes.

IN-HOUSE DELIVERY OPTIONS

- ✓ Onsite at client premises
- ✓ Live virtual instructor-led format
- ✓ Hybrid delivery format
- ✓ Customized duration based on organizational requirements

INDUSTRIES WE SERVE

- ✓ Oil & Gas
- ✓ Petrochemicals
- ✓ Manufacturing
- ✓ Mining & Metals
- ✓ Utilities
- ✓ Logistics & Transportation
- ✓ Infrastructure
- ✓ Government & Public Sector

WHY CHOOSE TRAIN DEVELOP EMPOWER?



20+
YEARS
EXPERIENCE



35+
COURSES IN
7 CATEGORIES



100%
CUSTOMIZED
SOLUTIONS



ON-SITE OR
VIRTUAL
DELIVERY



INDUSTRY
EXPERT
FACILITATORS

COURSE OVERVIEW

Organizations require strong procurement best practices & commercial excellence capability to remain competitive, control costs, manage risk, and deliver sustainable operational and commercial value.

This in-house program develops practical procurement best practices & commercial excellence capability through structured frameworks, applied tools, case studies, and improvement methods relevant to modern organizations.

Business Challenges Addressed

- > Inconsistent processes and performance
- > Limited governance and accountability
- > Rising operational and commercial costs
- > Weak planning and coordination
- > Performance visibility limitations
- > Inefficient workflows and controls
- > Stakeholder alignment challenges
- > Risk and compliance exposure
- > Limited measurement and reporting
- > Difficulty sustaining improvement

Key Learning Outcomes

- > Understand procurement best practices & commercial excellence principles and frameworks
- > Improve procurement best practices & commercial excellence processes
- > Identify performance risks and improvement gaps
- > Apply structured analysis and decision-making tools
- > Strengthen governance and accountability
- > Improve coordination and stakeholder alignment
- > Develop meaningful performance indicators
- > Support data-driven decision-making
- > Improve operational and commercial outcomes
- > Create sustainable improvement systems

WHO SHOULD ATTEND

Procurement Managers

Procurement Specialists

Category Managers

Purchasing Managers

Supply Chain Managers

Contract Managers

Commercial Managers

Supplier Management

Business Professionals

Department Heads

TRAINING METHODOLOGY

Interactive learning approaches support practical application and can be customized to the organization's environment, industry, and participant experience.

ID Instructor-Led Discussions

ICS Industry Case Studies

PW Practical Workshops

GE Group Exercises

SA Scenario Analysis

PA Performance Activities

IS Improvement Simulations

ITE Interactive Team Engagement

COURSE MODULES

01 Foundations of Procurement Excellence

- Core principles of foundations of procurement excellence
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

02 Procurement Governance & Compliance

- Core principles of procurement governance & compliance
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

03 Procurement Performance & Value Creation

- Core principles of procurement performance & value creation
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

04 Commercial Excellence & Supplier Management

- Core principles of commercial excellence & supplier management
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

05 Procurement Transformation & Continuous Improvement

- Core principles of procurement transformation & continuous improvement
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability



TAILORED TO YOUR NEEDS

Modules can be customized to align with your industry, operational environment, and participant experience.

[DISCUSS CUSTOMIZATION](#)



SCAN TO VIEW COURSE PAGE



READY TO IMPROVE PROCUREMENT BEST PRACTICES & COMMERCIAL EXCELLENCE PERFORMANCE?

Partner with Train Develop Empower to build a resilient, agile and future-ready supply chain. Let's create lasting impact together.

[REQUEST PROPOSAL](#)



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