

#### Introduction:

International strategic buying and procurement is a multifaceted process that offers organizations the opportunity to achieve lower costs, higher quality, and enhanced supplier performance. This training course is designed to provide participants with the essential skills needed to succeed as strategic buyers in today's competitive global marketplace.

Throughout this strategic buyer training course, participants will receive comprehensive instruction and practical tools to excel in their roles. By the end of the course, attendees will have a thorough understanding of the strategic buyer's responsibilities and how to apply these principles effectively in their professional roles.

#### Understanding the Role of the Strategic Buyer:

In the current procurement environment, it is important to understand the role of a strategic buyer. A strategic buyer focuses on long-term planning, builds and nurtures supplier relationships, leverages market trends, and optimizes the supply chain to create value for the organization. This course explores the evolving role of the strategic buyer and its significance in modern procurement.

#### Intended Participants:

- Experienced buyers and purchasing agents
- Purchasing managers and directors
- Supply chain professionals managing international logistics
- Managers aiming to enhance their procurement, negotiation, and buying capabilities

#### Course Objectives:

At the conclusion of this strategic buyer procurement training, participants will be able to:

- Identify, evaluate, and manage international supply sources
- Apply best practices in international procurement
- Prepare and draft effective international procurement contracts
- Oversee the international movement of materials
- Explore new methods for sourcing and evaluating international suppliers
- Understand the impact of internet technologies on procurement
- Review and implement international purchasing best practices
- Improve supplier management techniques
- Learn modern inventory management concepts

- Develop strong negotiation skills
- Plan and manage international transportation effectively

**Skills Developed:**

- Purchasing strategies and methods
- Effective communication with suppliers
- Writing detailed purchase orders
- Managing logistics operations
- Sourcing and procurement of materials
- Negotiation techniques

**Course Modules:**

**Unit 1: The Modern Buying Function**

- Effects of globalization on procurement
- Using the internet for procurement activities
- Contemporary buying practices
- Ensuring supplier performance
- Pricing determination methods
- The role of procurement within organizations
- Measuring procurement performance
- Long-term pricing contract models

**Unit 2: International Buying**

- Operations involved in international purchasing
- Counter-trade in international markets
- Realizing advantages of global procurement
- Challenges and solutions in international buying
- Applying the learning curve in procurement
- Ensuring delivery quality of materials
- Integration of international buying with inventory management
- Techniques to reduce inventory costs

**Unit 3: International Supplier Sourcing**

- Preparing to source globally beyond domestic markets

- Strategies for global sourcing
- Locating and selecting international suppliers
- Choosing between single and multiple sourcing policies
- Criteria for supplier evaluation
- Managing risks related to exchange rates
- Addressing ethical considerations in international sourcing

#### Unit 4: Negotiation and Contract Preparation

- Overview of the negotiation process
- Qualities of effective negotiators
- Preparation for negotiation sessions
- Negotiation techniques and strategies
- Benefits of building strong supplier partnerships
- Legal aspects of international buying
- Drafting international procurement contracts
- Mechanisms for resolving disputes

#### Unit 5: International Movement of Goods

- Understanding international commercial terms (Incoterms)
- Procuring transportation services effectively
- Utilizing air and ocean freight options
- Obtaining marine insurance coverage
- Calculating total landed costs for imported goods
- Strategic planning of purchases
- Reengineering purchasing operations for efficiency