

# STRATEGIC PROCUREMENT LEADERSHIP PROGRAMME

## CORE STRUCTURE 2026

- Procurement leadership
- Strategic procurement & risk management
- The business case for SRM
- Buying during inflationary times
- Delivering value beyond savings
- ESG - making it real
- Goal alignment - the secret to it all?
- Tracking UP your INBOUND supply chain
- Supply chain management & the BIG question
- Managing contracts & downstream drama
- Building procurement capability
- Agile Procurement - part of the answer
- Category Management - is it really working?
- Making sourcing genuinely strategic

*“ Lift your  
thinking from the  
transactional  
to the strategic  
in less than  
two days ”*





## PAST ATTENDEES HAVE INCLUDED

*Around 1,000 past attendees of JD's training programmes have included executives from well over 100 organisations such as;*

Rio Tinto  
BHP Billiton  
CBA  
Aldi  
Novartis  
Foxtel  
Yan Coal  
Petronas  
Oil Search  
Bluescope  
GM Holden  
EY  
PwC  
Cochlear  
Parmalat  
Monash University  
Bureau Veritas  
Bethanie Group

TNT Australia  
Ramsay Health  
Fisher & Paykel  
HPV  
QLD Health  
Gold Coast Health  
VIC Govt DEECD  
LGP NSW  
Jemena  
Nufarm  
University of Otago  
Dept of Health NSW  
SA Health  
DFAT  
SITA  
GWF  
PowerCor  
AusNET

TransGRID  
Flight Centre  
Deakin University  
RMIT University  
DELWP VIC GOVT  
PowerCor  
Rheinmetall  
AngliaCare  
Schneider Electric  
QLD Health (MNP)  
Ego Pharma  
Rheem  
Genea  
Dept of Defence  
TAL  
Total Oil & Petroleum  
Dept of Transport  
QLD Dept Justice

VIC GOVT  
WALGA  
Sydney Catchment  
Newcastle Bldg Society  
JPMC Hospitals Brunei  
DTF Morocco Govt  
Brunei Oil Corp  
Hanson  
EGO Pharma  
RAAFA  
LG Electronics  
Evolution Mining  
Air New Zealand  
RACV  
WA Govt  
Bunnings  
AANZ  
... *and many others.*

***INCLUDES up to 40 real-world CASE STUDIES***



## KEY THEMES IN THE PROGRAMME:

- Defines directly the major questions facing the procurement profession today,
- Looks at genuinely strategic solutions to these issues, and how others do it ...
- Considers how Procurement responded to the COVID-19 crisis and the lessons it offers,
- Addresses why strategic sourcing from Australia & New Zealand is more difficult,
- Takes a glimpse at the sales professionals' view of buyers, and why it matters,
- Considers how Procurement can align with your Marketing strategy - a unique element
- Discusses the most acute management challenges facing procurement this year

## WHAT PREVIOUS ATTENDEES HAVE SAID:

*"I went into the course with a relatively low expectation of receiving mountains of theory and not so many practical examples.*

*To my absolute delight I found Jonathan's delivery to be extremely energetic. His ability to call on practical examples for almost every scenario discussed was outstanding.*

*The examples were very real and stretched across many industries, scenarios and often strayed well beyond his own personal experiences."*

### ***Group Procurement***

Mgr Major Australian Corporation

*"The course was absolutely fantastic and Jonathan was a breath of fresh air, especially his knowledge & personal experiences he shared with us.*

***I took away so much from the course I would recommend it to anyone in my field."***

### ***Arvind Mistry***

Purchasing Co-ordinator Genea

*"Engaging, enjoyable and informative with real-life, current examples.*

***In my 30+ years as a procurement professional I've attended many courses and workshops. This one ranks up there with the best***

*JD's style challenged as well as informed and created genuine participation and debate from the course members."*

### ***Phil Partridge***

Procurement Manager Electrix"

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## MASTERCLASS TRAINING 2026

with ***Jonathan Dutton FCIPS***



JOIN an OPEN PUBLIC COURSE ONLINE 15-17th July 2026 and 11-13th November 2026  
Book directly with PASA at [www.procurementandsupply.com](http://www.procurementandsupply.com)

Or, RUN an IN-HOUSE COURSE FOR YOUR WHOLE TEAM  
– one or two days live on-site" EMAIL [jd@jconsultancy.com.au](mailto:jd@jconsultancy.com.au)