

STRATEGIC PROCUREMENT LEADERSHIP PROGRAMME

CORE STRUCTURE 2026

1. Procurement leadership

Procurement leadership v management
Procurement had a good COVID
- how to leverage success?
Current Procurement trends ... and which matter?
The Procurement Maturity Curve & ROSMA
The "Bow-Tie" diagram of procurement effort v reward
7 habits of highly effective procurement leaders

2. Strategic procurement & risk management

Managing the global sourcing polycrisis
Supplier base management
The Karljic Matrix - the foundation of it all
China
Network optimisation & reducing the total cost to serve
Risk management from the supply side

3. The business case for SRM

SRM as strategy
Saving small suppliers & supplier development
Supply chain finance can work
Who is really supplying you?
Selling to your suppliers
-the value of being a customer of choice

4. Buying during inflationary times

the effects of inflation today ... in 150 countries
Mitigating inflationary effects
Managing price increase effects

5. Delivering value beyond savings

What is VALUE for your organisation?
Driving competitive advantage from procurement
Generating revenue from the supply side
Stakeholder management and maverick spenders
The user service-v-corporate risk "See-Saw"
How Google do procurement

6. ESG - making it real

The SDG's the Global Compact and materiality
The Top 9 ESG priorities for the supply side
Circular Sourcing
Procurement Governance
The Golden Slide BUSINESS CASE
for ESG on the supply side

7. Goal alignment - the secret to it all?

Aligning procurement to your organisational goals
The Procurement Elevator Test
Fitting into your corporate culture
360 degree alignment

8. Tracking UP your INBOUND supply chain

The business case for tracking UP your supply side
Supply chain visibility - Twin issues: data and trust
Subscribing for help ... from whom and why?
The chain of responsibility in Australia

9. Supply chain management & the BIG question

Q: Where's my stuff?
Hear, near or far - a strategic say in your inbound supply strategy
New competitive realities
- its supply-chains that compete, not firms
The supply chain, logistics and freight sector

10. Managing downstream drama

Contract management- today and tomorrow
Aligning contract mgt styles
New contracting procurement management
- 10 reasons they often fail

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11. The 8 ways procurement are using Gen AI right now

AI in context

How procurement people are using Gen AI now

Your AI policy- and your CIO's

AI agents for procurement

12. Agile Procurement - part of the answer

What is it exactly?

How does it work, exactly?

The APA case study

13. Category Management - is it really working?

What is category management today?

What was it in the past?

Bringing consumer benefits

Is it really working for you?

14. How to make sourcing strategic

The limitations of tendering & evaluation

Matching buying & selling strategy

Negotiation tips- and negotiation in future

TCO in practice.

NB: Not all segments run in all courses

