



EUROPEAN INTERNATIONAL UNIVERSITY
EIU-PARIS, ASIA PACIFIC REGIONAL HUB
CORPORATE TRAINING DIVISION
(FORMERLY, BANGKOK SCHOOL OF MANAGEMENT, BSM)
EMPOWERING TALENT. ENABLING EXCELLENCE.
www.eiu.ac



MASTERING STRATEGIC MANAGEMENT

5-Day Corporate Training Programme

OVERVIEW

This 5-day intensive training on Mastering Strategic Management is designed to equip professionals with the necessary knowledge and skills to optimize procurement processes, enhance cost efficiency, manage suppliers effectively, and integrate technology for improved logistics and supply chain operations. Participants will gain insights into procurement planning, contract negotiation, risk management, and digital innovations to streamline supply chain efficiency.



WHAT YOU WILL ACHIEVE

Upon the completion of this program you will be able to:

- Master strategic procurement planning to improve cost efficiency and supplier management.
- Optimize logistics & supply chain operations for maximum productivity.
- Gain negotiation and contract management skills to secure favorable procurement deals.
- Develop risk management strategies to mitigate potential supply chain risks.

WHAT YOU WILL LEARN

Day 1: Strategic Procurement Planning & Cost Efficiency

- Definition & Importance in Modern Business
- Aligning Procurement with Organizational Goals
- Developing a Strategic Procurement Plan
- Cost Reduction Strategies in Procurement
- Supplier Selection & Evaluation for Cost Efficiency

Day 2: Logistics & Supply Chain Optimization

- Key Components of an Optimized Supply Chain
- Importance of Demand Forecasting in Procurement
- Inventory Management Best Practices
- Reducing Waste & Improving Efficiency in Logistics

Day 3: Negotiation & Contract Management

- Techniques for Securing the Best Deals
- Vendor Relationship Management & Collaboration
- Drafting & Reviewing Supplier Contracts
- Key Contract Clauses & Legal Implications
- Procurement Negotiation Scenarios

Day 4: Risk Management in Procurement & Supply Chain

- Types of Risks: Financial, Supplier, Market, and Compliance Risks
- Risk Assessment & Mitigation Strategies
- Developing a Procurement Risk Response Plan
- Case Studies on Supply Chain Disruptions & Recovery Strategies

Day 5: Technology & Innovation in Procurement & Logistics

- Automation & AI in Procurement Management
- Blockchain & Smart Contracts for Procurement Transparency
- E-Procurement & Digital Supply Chain Transformation
- Benefits & Challenges of E-Procurement Systems
- Implementing Procurement Software & Analytics

METHODOLOGY

Well-balanced theoretical and practical methodology, which includes interactive discussions, case studies, interactive activities/exercises and assignments to understand the concepts and their applicability

EVALUATION CRITERIA

Participants must have attended the sessions **at least 80%** of the sessions in order to receive a CERTIFICATE from Asia Pacific Regional Hub - Corporate Training Division of EIU-Paris

SPECIAL FEATURES YOU WON'T FIND ANYWHERE ELSE ...

Discussions are based on extensive practical experience, not just theory. Engaging interactions characterize the training sessions from start to finish, keeping everyone involved in the learning process, and applying what is learned to real-life work situations and circumstances. Collaborative work is assigned for enhance learning and mastery of knowledge and/or skills.



EUROPEAN
INTERNATIONAL
UNIVERSITY



EIU
CORPORATE
TRAINING

FEE & PAYMENT

USD 2,150 / per person

Fee Includes:

- 5-Day Training (Total 25 hours)
 - Time: 9.00 AM - 3.00 PM (1-Hour Lunch Break)
- Globally Recognized Professional Certificate
- Digital Training Resources
- Essential Stationery
- Tea/Coffee Breaks
- Working Lunches
- Cultural Evening Experience: Bangkok Dinner Cruise on the Chao Phraya River

***Note:** all other expenses are to be borne by participants.

