



**A. CONTRACTS**

1. Contract Management – A Business Perspective
2. Contract Management – Tendering to Reward of Contracts
3. Effective Contracts Administration & Supplier Management
4. Negotiation & Contract Management
5. Performance Based Contracting
6. Procurement & Contract Management

**B. FIXED ASSETS**

1. Fixed Asset Management and Tracking Systems With An Overview of ISO 55000

**C. INVENTORY MANAGEMENT**

1. Effective Inventory Control & Warehouse Management
2. Inventory Management & Control – Operations, Tools, Techniques & Practices
3. Inventory Control & Demand Management
4. Managing Suppliers and Inventory Effectively
5. Material Identification, Classification & Coding: Reduce Cost Through Consistency & Standardization

**D. SUPPLY CHAIN & LOGISTICS MANAGEMENT**

1. Best Practices in Logistics & Supply Chain Management
2. Effective Logistics Management for Supply Chain Efficiency
3. Dynamic Supply Chain Management
4. Strategic Supply Chain Management for Global Competitiveness
5. Integrated Supply Chain Management

**E. NEGOTIATION**

1. Commercial Negotiations for Effective Contracts
2. Effective Proposal Evaluation & Negotiation for Contracts
3. Maximising Value in Negotiations: Strategies for Cost Savings and Improved Margins
4. Powerful Procurement Negotiation Techniques

## **F. PROCUREMENT**

1. Combating Fraud in Procurement – Risk, Control and Response
2. Developing Purchasing Skills for Supply Chain Efficiency
3. Digitization of Procurement
4. Price Cost Analysis in Supplier Management
5. Procurement & Contract Management
6. Procurement Audit for Better Procurement Control
7. Procurement Best Practices Using Procurement Maturity Model Tools
8. Total Procurement Transformation and Solutions
9. Procurement Negotiation and Contract Management
10. Strategic Procurement and Vendor Negotiation Skills
11. Strategic Procurement, Negotiation and Contract Management
12. Understanding Price & Cost Analysis in Supplier Negotiation and Management
13. Supplier Evaluation, Rating & Vendor Management

## **G. SPARE-PARTS MANAGEMENT**

1. Maintenance, Repair and Operations Supply Procurement: Cutting Costs in Spare Parts and MRO Inventory

## **H. STOCKTAKING**

1. Effective Stocktaking and Stock Auditing
2. Stocktaking, Stock Control & Reconciliation

## **I. SUPPLIER MANAGEMENT**

1. Supplier Performance Management
2. Supplier Performance Management – inclusive of Negotiation & Contracts
3. Vendor Evaluation, Rating & Management

## **J. WAREHOUSE MANAGEMENT**

1. Cost Measurement for the Warehouse
2. New Era of Warehouse Operations and Management
3. Smart Warehousing
4. Storekeeping & Stores Operations
5. Warehouse Management 2.0: Maximizing Cost Savings, and Better Inventory Control with Technology Integration



**K. AUDITING THE PROCUREMENT (Procurement Perspective)**

1. Auditing Skills for Internal Auditors: How to Out Beat Fraudsters and Cheats in Assets & Materials Management