

# PROCUREMENT & SUPPLY MANAGEMENT LEADERSHIP CERTIFICATE



Designed to prepare sourcing, planning, and procurement professionals to lead their companies in successfully navigating the complexities, risks and rewards of the modern global sourcing environment. Develop critical skills required to identify, implement, and manage opportunities to reduce the total landed cost of materials. Gain understanding of negotiation philosophies and personal negotiation styles. Streamline executive communication to articulate milestone activities and gain leadership support. **Take all 3 required courses in one week!**

## ➤ CORE COURSES(3)

### **Category Management and Sourcing Leadership** (LOG3700P) **1.5 days | 1.05 CEUs | \$1,200\***

Designed to deepen participants' knowledge base of core activities in the procurement and supply management function. Covers the sourcing process, specifications gathering, common bid package alternatives, cross-functional collaboration, and supplier evaluation and selection. Participants will walk away ready to develop bid packages more thoroughly to help drive sourcing decisions for their organizations. This "hands on" delivery focuses on the professional serving as the main liaison between the buying organization and the selling organization in the company sourcing process.

### **Contracting and Legal Oversight** (LOG3701P) **1.5 days | 1.05 CEUs | \$1,200\***

Provides participants with a holistic and integrated understanding of contract law, contract types, key industry standard contract terms, and contract structure to improve their confidence when creating or modifying contract documents. The program is geared to reinforce standards of excellence for professionals who are responsible for delivering contractual agreements and mitigating financial risk for their organization.

### **Essentials of Negotiations and Stakeholder Influence** (LOG3702P) **2 days | 1.4 CEUs | \$1,450\***

Understand negotiation influence and strengthen preparation, planning, and execution activities involved with both simple and complex negotiations. The program includes industry techniques and tools for traditional supplier negotiations, as well as tips for internal cross-functional leadership. Includes personal Negotiation Style "DNA" to help participants embrace their own natural tendencies and strengths. Includes mock negotiations to reinforce techniques and tactics immediately in a "no judgement zone" environment.

**Take four courses within four years to receive your Procurement & Supply Management Leadership Certificate. All 3 core courses are required. Select an elective from many online and in-person options at:**  
[pe.gatech.edu/procurement-and-supply-management-certificate](http://pe.gatech.edu/procurement-and-supply-management-certificate)

Have questions? Email [course@scl.gatech.edu](mailto:course@scl.gatech.edu)

Classes take place online/virtually via web conference sessions

\*Discounts available. Check website for details. 1 CEU = 10 Educational Hours



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Logistics Institute