



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Sourcing Strategy Development for Procurement

Business, Commerce and Management Studies / Procurement

Unit Standard 260097 · NQF Level 6 · 8 Credits · 5 Days

COURSE OVERVIEW

This course equips procurement professionals with the skills to develop comprehensive sourcing strategies that align with organisational objectives. Participants will learn to analyse market conditions, evaluate supplier capabilities, and design strategic approaches that optimise cost, quality, and risk. The course ensures learners can apply systematic methodologies to create robust sourcing strategies that drive competitive advantage.

Category	Business, Commerce and Management Studies
Subfield	Procurement
Unit Standard	260097
Accreditation	SAQA Accredited · NQF Level 6 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse internal and external factors influencing sourcing decisions to identify strategic requirements.
- Evaluate supplier markets and assess potential sources of supply using appropriate research methods.
- Design a sourcing strategy that balances cost, quality, risk, and sustainability objectives.
- Develop criteria and processes for supplier selection and contracting within the strategy framework.
- Implement the sourcing strategy through stakeholder engagement and effective change management.
- Monitor and review the performance of the sourcing strategy against defined metrics and adjust as needed.

WHO SHOULD ATTEND

- Procurement managers, supply chain specialists, and buyers responsible for developing or contributing to sourcing strategies within their organisations.
- It is also suitable for professionals transitioning into strategic procurement roles.

COURSE OUTLINE

Day 1: Foundations of Sourcing Strategy

- Introduction to sourcing strategy and its importance
- The procurement value chain and sourcing's place within it
- Strategic vs. tactical vs. operational sourcing
- Internal factors: organisational objectives, spend categories, stakeholder needs
- External factors: market dynamics, supplier landscape, risk factors
- Overview of sourcing strategy frameworks (e.g., Kraljic matrix)
- Ethics and governance in sourcing decisions

Day 2: Spend Analysis and Category Management

- Spend analysis: data collection, cleansing, and classification
- Category management: definition and benefits
- Segmenting spend using ABC analysis and Pareto principle
- Understanding total cost of ownership (TCO)
- Identifying quick wins and strategic opportunities
- Tools for spend visualisation and reporting
- Practical exercise: analysing a sample spend dataset

Day 3: Supplier Market Analysis and Strategy Formulation

- Supplier market analysis: Porter's Five Forces, PESTLE, SWOT
- Supplier evaluation: financial health, capacity, quality, innovation
- Risk assessment in supplier markets (supply disruption, geopolitical, etc.)
- Sourcing models: single vs. multiple sourcing, global vs. local
- Strategy formulation: make-or-buy decisions, insourcing vs. outsourcing
- Developing a sourcing strategy document
- Case study: formulating a strategy for a key category

Day 4: Supplier Relationship Management and Negotiation Strategy

- Supplier segmentation: strategic, preferred, transactional, etc.
- SRM principles: collaboration, performance management, development
- Supplier scorecards and key performance indicators (KPIs)
- Negotiation strategy: objectives, BATNA, concessions, and tactics
- Ethical negotiation and supplier diversity considerations
- Contractual considerations: terms, SLAs, and exit strategies
- Role-play: negotiation scenario based on a sourcing case

Day 5: Implementation, Monitoring, and Continuous Improvement

- Implementation roadmap: timelines, resources, change management
- Performance monitoring: dashboards, reviews, and reporting
- Continuous improvement: Lean, Six Sigma, and Kaizen in sourcing
- Sustainability and BBBEE in sourcing strategy
- Managing strategic shifts and supplier transitions
- Final integrated case study: develop and present a full sourcing strategy
- Course wrap-up and assessment

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **8 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 18,600.00	R 18,600.00
1	In-House	R 24,200.00	R 24,200.00
1	On-Campus (Pretoria)	R 27,900.00	R 27,900.00

UPCOMING SESSIONS

Start	End	Method	Venue
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Harare, Zimbabwe
24 Aug 2026	28 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Durban, South Africa
24 Aug 2026	28 Aug 2026	On-Campus	Abu Dhabi, UAE
31 Aug 2026	04 Sep 2026	On-Campus	Shenzhen, China
31 Aug 2026	04 Sep 2026	On-Campus	Harare, Zimbabwe

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 260097) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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