



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

Strategic Sourcing Execution

Business, Commerce and Management Studies / Procurement

Unit Standard 260137 · NQF Level 6 · 6 Credits · 3 Days

COURSE OVERVIEW

This course equips procurement and supply chain professionals with the advanced skills needed to execute a strategic sourcing strategy effectively. Participants will learn to align sourcing activities with organisational goals, manage supplier relationships, and drive cost optimisation while ensuring ethical and sustainable practices.

Category	Business, Commerce and Management Studies
Subfield	Procurement
Unit Standard	260137
Accreditation	SAQA Accredited · NQF Level 6 · 6 Credits
Duration	3 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse organisational sourcing requirements and develop a strategic sourcing plan.
- Evaluate supplier capabilities and negotiate contracts to achieve value-for-money outcomes.
- Implement sourcing strategies that integrate risk management and ethical procurement principles.
- Monitor and assess supplier performance against agreed service level agreements.
- Apply continuous improvement methodologies to optimise the strategic sourcing process.
- Demonstrate compliance with relevant procurement legislation and organisational policies.

WHO SHOULD ATTEND

- Procurement managers, supply chain practitioners, and sourcing specialists responsible for implementing strategic sourcing initiatives in medium to large organisations.

COURSE OUTLINE

Day 1: Foundations of Strategic Sourcing

- Introduction to strategic sourcing and its business importance
- Strategic vs. tactical sourcing: definitions and examples
- The strategic sourcing process: plan, analyze, source, negotiate, implement, manage
- Supplier segmentation and portfolio analysis (Kraljic Matrix)
- Total cost of ownership (TCO) concept
- Ethical and legal considerations in sourcing
- Stakeholder engagement in sourcing decisions
- Overview of South African procurement legislation (PPPFA, B-BBEE)

Day 2: Sourcing Strategy Development and Execution

- Spend analysis and category management
- Market research and supply market intelligence
- Request for Information (RFI), Request for Proposal (RFP), and Request for Quotation (RFQ) processes
- Supplier evaluation and selection methodologies
- Negotiation strategies and tactics
- Contract types and key clauses
- Risk assessment and mitigation in sourcing
- Supplier performance measurement and scorecards

Day 3: Strategic Sourcing Integration and Continuous Improvement

- Cross-functional collaboration: sourcing, logistics, operations, finance
- Supplier development and capability building
- Collaborative innovation with key suppliers
- E-sourcing tools and procurement technology
- Data analytics for sourcing decisions
- Sustainability and green sourcing practices
- Change management in sourcing transformation
- Creating a strategic sourcing roadmap and action plan

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 **6 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 14,500.00	R 14,500.00
1	In-House	R 18,900.00	R 18,900.00
1	On-Campus (Pretoria)	R 21,800.00	R 21,800.00

UPCOMING SESSIONS

Start	End	Method	Venue
24 Aug 2026	26 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	26 Aug 2026	On-Campus	Durban, South Africa
25 Aug 2026	27 Aug 2026	On-Campus	Victoria Falls, Zimbabwe
25 Aug 2026	27 Aug 2026	On-Campus	Shenzhen, China
26 Aug 2026	28 Aug 2026	On-Campus	Harare, Zimbabwe
26 Aug 2026	28 Aug 2026	On-Campus	Abu Dhabi, UAE
31 Aug 2026	02 Sep 2026	On-Campus	Victoria Falls, Zimbabwe
31 Aug 2026	02 Sep 2026	On-Campus	Shenzhen, China

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 260137) 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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