

# Postgraduate Certificate Strategic Procurement



## Postgraduate Certificate Strategic Procurement

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Global University
- » Accreditation: 4 ECTS
- » Schedule: at your own pace
- » Exams: online

Website: [www.techtitute.com/us/school-of-business/postgraduate-certificate/strategic-procurement](http://www.techtitute.com/us/school-of-business/postgraduate-certificate/strategic-procurement)

# Index

01

Welcome

p. 4

02

Why Study at TECH?

p. 6

03

Why Our Program?

p. 10

04

Objectives

p. 14

05

Structure and Content

p. 18

06

Study Methodology

p. 24

07

Our Students' Profiles

p. 32

08

Impact on Your Career

p. 36

09

Benefits for Your Company

p. 40

10

Certificate

p. 44

# 01 Welcome

Global logistics is experiencing an unprecedented crisis. With shortages of a multitude of materials and continuous problems in production lines and shipping, the figure of a logistics expert who controls the strategic procurement of raw materials is more necessary than ever. Being a major growth niche, the business professional now has an incredible opportunity to specialize in this field and stand out among their competitors, bringing quality solutions to the most complex logistical issues. Thanks to this TECH program, this aspiration becomes a reality, with the advice of a teaching team specialized in logistics and procurement that will lead the student to professional excellence.



Postgraduate Certificate in Strategic Procurement  
TECH Global University



*This is your great opportunity to succeed in a world that requires professionals like you, with a desire to improve and expertise at the highest level"*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.

“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*



### At TECH Global University



#### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



#### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



#### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

executives prepared each year

+200

different nationalities



#### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



#### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



#### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



#### Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



#### Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



#### Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



#### Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.

“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

02

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

03

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

04

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve *soft skills* and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Global University community.

*We give you the opportunity to study with a team of world-renowned teachers.*



# 04 Objectives

Logistics is a complex field that requires high-level professionals. For this reason, the program focuses its efforts on students acquiring unique knowledge that will not only help them become better professionals, but will also elevate their own status within the business organization and promote their own personal projects.

“

*You will have a much more international vision of Strategic Procurement, with a profile that will lead you to management positions of major interest”*



TECH makes the goals of their students their own goals too  
**Working together to achieve them**

The **Postgraduate Certificate in Strategic Procurement** will enable students to:

01

Develop strategies to improve the company's profitability in the international market

02

Explain the interactions and impact of operative decisions of the business functions

03

Implement tools for operational and economic control of business procedures

04

Generate value from Strategic Procurement



05

# Structure and Content

Since logistics is such a broad and complex field, the contents of this Postgraduate Certificate in Strategic Procurement provide a general overview of the most important developments in the sector in strategic purchasing management and market research, without neglecting relations with suppliers. With this, students have everything they need for their business project or department to have a better flow in their production chain, thereby providing them with greater and better economic and employment opportunities.

“

*This program will mark your path to the highest logistic prestige, making you a reference in the sector to which everyone will turn to for Strategic Procurement issues"*

### Syllabus

The content of this Postgraduate Postgraduate Certificate in Strategic Procurement is designed to strengthen the student's logistical and managerial skills in the field of purchasing, market research and supplier relations. In this way, the student obtains advanced education with which to take on management positions related to supply management.

In order to guarantee a useful and complete teaching, the teaching staff has complemented the theoretical content with multiple examples and real cases. In order to guarantee a useful and complete teaching, the teaching staff has complemented the theoretical content with many examples and real-life cases of purchasing logistics management.

During the 100 hours of the Postgraduate Certificate, the student will have full access to the content, allowing them to take on the course load at their own pace and to adapt it to their other professional or personal responsibilities.

This Postgraduate Certificate takes place over six month and consists of 3 modules:

<b>Module 1</b>	Strategic Purchasing Management
<b>Module 2</b>	Market Research
<b>Module 3</b>	Supplier Relationship Management



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Strategic Procurement in a totally online way. During the 6 weeks of the program, the student will be able to access all the contents of this program at any time, which will allow them to self-manage their study time.

*A unique educational experience, key and decisive to boost your professional development and make the definitive leap.*



**Module 1. Strategic Purchasing Management**

- |  |  |
|--|--|
| <b>1.1. Strategic Procurement</b>                  | <b>1.2. Purchasing Strategy Design</b> |
| 1.1.1. Supplier Selection and Development          | 1.2.1. Externalization                 |
| 1.1.2. Value Generation from Strategic Procurement | 1.2.2. Process Outsourcing             |
| 1.1.3. Logistic Operators in Procurement           | 1.2.3. Globalization                   |
|  | 1.2.4. Relocation                      |

**Module 2. Market Research**

- 2.1. Types of Buying Behavior**
- 2.1.1. Complex Behavior
  - 2.1.2. Dissonance Reducing Behavior
  - 2.1.3. Variety Seeking Behavior
  - 2.1.4. Habitual Purchasing Behavior

**Module 3. Supplier Relationship Management**

- |   |   |  |  |
|---|---|--|--|
| <b>3.1. Supplier Search Planning</b>            | <b>3.2. Supplier Selection Criteria</b> | <b>3.3. Supplier Relationship Management</b> | <b>3.4. Integrating Suppliers in the Value Chain</b> |
| 3.1.1. Bidding Process and Criteria Development | 3.2.1. Economic Criteria                | 3.3.1. Ethics in Relations                   | 3.4.1. Phases in the Process of Integration          |
| 3.1.2. Identifying Potential Suppliers          | 3.2.2. Quality Criteria                 | 3.3.2. Recruitment Planning                  | 3.4.2. Risks and Control Parameters                  |
| 3.1.3. Supplier Selection                       | 3.2.3. Other Criteria                   | 3.3.3. Acquisition of Services               | 3.4.3. Monitoring                                    |
|   |   |  | 3.4.4. Integration Breakdown                         |



*This Strategic Procurement program will lead you to the best management positions in logistics, developing your professional potential to the fullest"*





06

# Study Methodology

TECH is the world's first university to combine the **case study** methodology with **Relearning**, a 100% online learning system based on guided repetition.

This disruptive pedagogical strategy has been conceived to offer professionals the opportunity to update their knowledge and develop their skills in an intensive and rigorous way. A learning model that places students at the center of the educational process giving them the leading role, adapting to their needs and leaving aside more conventional methodologies.

“

*TECH will prepare you to face new challenges in uncertain environments and achieve success in your career”*

### The student: the priority of all TECH programs

In TECH's study methodology, the student is the main protagonist.

The teaching tools of each program have been selected taking into account the demands of time, availability and academic rigor that, today, not only students demand but also the most competitive positions in the market.

With TECH's asynchronous educational model, it is students who choose the time they dedicate to study, how they decide to establish their routines, and all this from the comfort of the electronic device of their choice. The student will not have to participate in live classes, which in many cases they will not be able to attend. The learning activities will be done when it is convenient for them. They can always decide when and from where they want to study.



*At TECH you will NOT have live classes (which you might not be able to attend)"*



### The most comprehensive study plans at the international level

TECH is distinguished by offering the most complete academic itineraries on the university scene. This comprehensiveness is achieved through the creation of syllabi that not only cover the essential knowledge, but also the most recent innovations in each area.

By being constantly up to date, these programs allow students to keep up with market changes and acquire the skills most valued by employers. In this way, those who complete their studies at TECH receive a comprehensive education that provides them with a notable competitive advantage to further their careers.

And what's more, they will be able to do so from any device, pc, tablet or smartphone.



*TECH's model is asynchronous, so it allows you to study with your pc, tablet or your smartphone wherever you want, whenever you want and for as long as you want"*



### Case Studies and Case Method

The case method has been the learning system most used by the world's best business schools. Developed in 1912 so that law students would not only learn the law based on theoretical content, its function was also to present them with real complex situations. In this way, they could make informed decisions and value judgments about how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

With this teaching model, it is students themselves who build their professional competence through strategies such as Learning by Doing or Design Thinking, used by other renowned institutions such as Yale or Stanford.

This action-oriented method will be applied throughout the entire academic itinerary that the student undertakes with TECH. Students will be confronted with multiple real-life situations and will have to integrate knowledge, research, discuss and defend their ideas and decisions. All this with the premise of answering the question of how they would act when facing specific events of complexity in their daily work.



### Relearning Methodology

At TECH, case studies are enhanced with the best 100% online teaching method: Relearning.

This method breaks with traditional teaching techniques to put the student at the center of the equation, providing the best content in different formats. In this way, it manages to review and reiterate the key concepts of each subject and learn to apply them in a real context.

In the same line, and according to multiple scientific researches, reiteration is the best way to learn. For this reason, TECH offers between 8 and 16 repetitions of each key concept within the same lesson, presented in a different way, with the objective of ensuring that the knowledge is completely consolidated during the study process.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*





### A 100% online Virtual Campus with the best teaching resources

In order to apply its methodology effectively, TECH focuses on providing graduates with teaching materials in different formats: texts, interactive videos, illustrations and knowledge maps, among others. All of them are designed by qualified teachers who focus their work on combining real cases with the resolution of complex situations through simulation, the study of contexts applied to each professional career and learning based on repetition, through audios, presentations, animations, images, etc.

The latest scientific evidence in the field of Neuroscience points to the importance of taking into account the place and context where the content is accessed before starting a new learning process. Being able to adjust these variables in a personalized way helps people to remember and store knowledge in the hippocampus to retain it in the long term. This is a model called Neurocognitive context-dependent e-learning that is consciously applied in this university qualification.

In order to facilitate tutor-student contact as much as possible, you will have a wide range of communication possibilities, both in real time and delayed (internal messaging, telephone answering service, email contact with the technical secretary, chat and videoconferences).

Likewise, this very complete Virtual Campus will allow TECH students to organize their study schedules according to their personal availability or work obligations. In this way, they will have global control of the academic content and teaching tools, based on their fast-paced professional update.



*The online study mode of this program will allow you to organize your time and learning pace, adapting it to your schedule"*

#### The effectiveness of the method is justified by four fundamental achievements:

1. Students who follow this method not only achieve the assimilation of concepts, but also a development of their mental capacity, through exercises that assess real situations and the application of knowledge.
2. Learning is solidly translated into practical skills that allow the student to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.



### The university methodology top-rated by its students

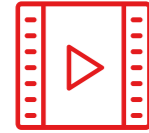
The results of this innovative teaching model can be seen in the overall satisfaction levels of TECH graduates.

The students' assessment of the quality of teaching, quality of materials, course structure and objectives is excellent. Not surprisingly, the institution became the best rated university by its students on the Trustpilot review platform, obtaining a 4.9 out of 5.

*Access the study contents from any device with an Internet connection (computer, tablet, smartphone) thanks to the fact that TECH is at the forefront of technology and teaching.*

*You will be able to learn with the advantages that come with having access to simulated learning environments and the learning by observation approach, that is, Learning from an expert.*

As such, the best educational materials, thoroughly prepared, will be available in this program:



**Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



**Practicing Skills and Abilities**

You will carry out activities to develop specific competencies and skills in each thematic field. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop within the framework of the globalization we live in.



**Interactive Summaries**

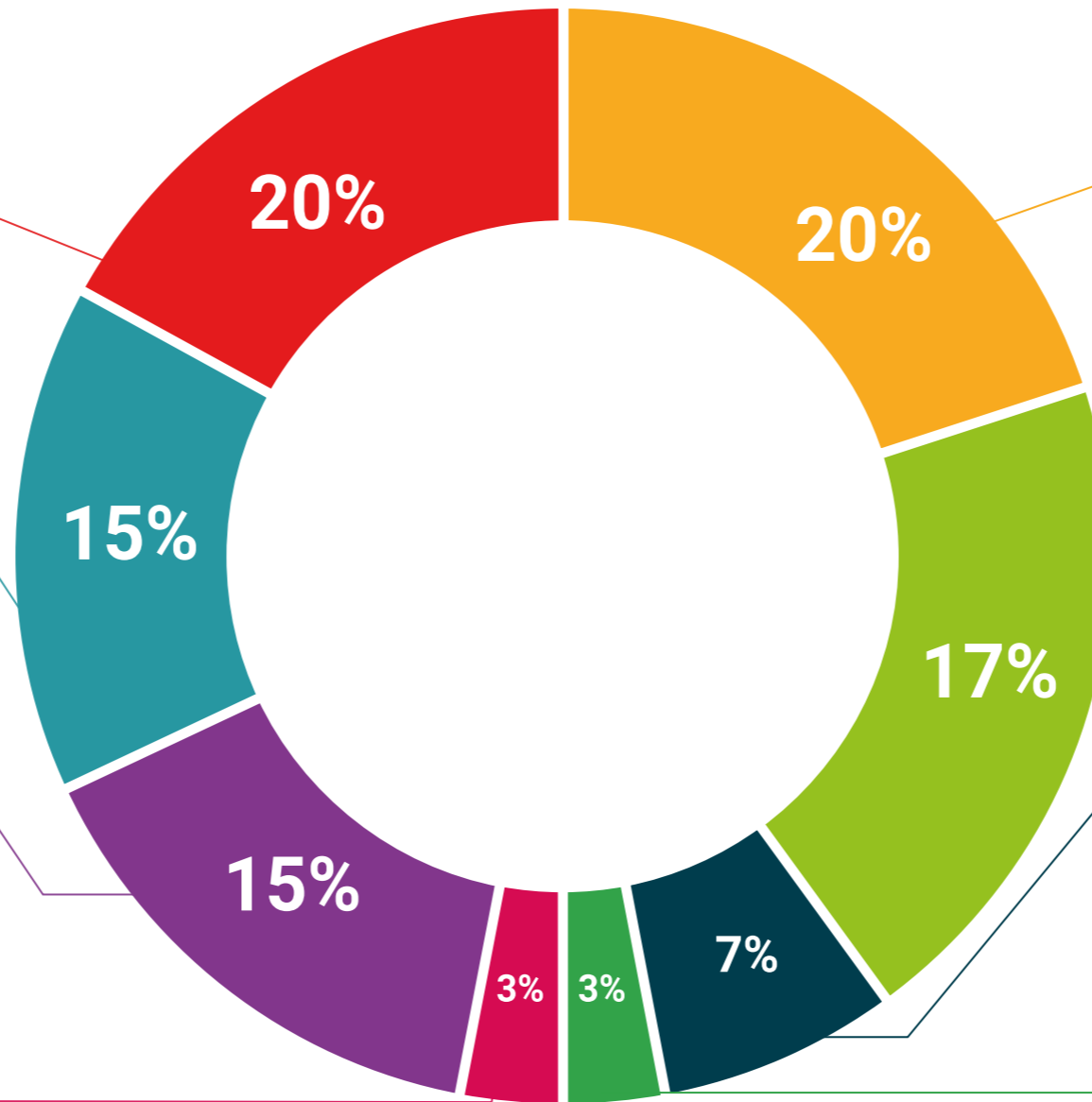
We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



**Additional Reading**

Recent articles, consensus documents, international guides... In our virtual library you will have access to everything you need to complete your education.



**Case Studies**

Students will complete a selection of the best case studies in the field. Cases that are presented, analyzed, and supervised by the best specialists in the world.



**Testing & Retesting**

We periodically assess and re-assess your knowledge throughout the program. We do this on 3 of the 4 levels of Miller's Pyramid.



**Classes**

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an expert strengthens knowledge and memory, and generates confidence for future difficult decisions.



**Quick Action Guides**

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical and effective way to help students progress in their learning.





# Our Students' Profiles

Students who decide to pursue this program have a clear professional objective. TECH offers a unique and innovative program in the logistics sector, so the student profile is varied and includes professionals from multiple fields. This is an excellent opportunity for the student to make a wider professional network, being able to meet their future suppliers or business partners during the course of this program.

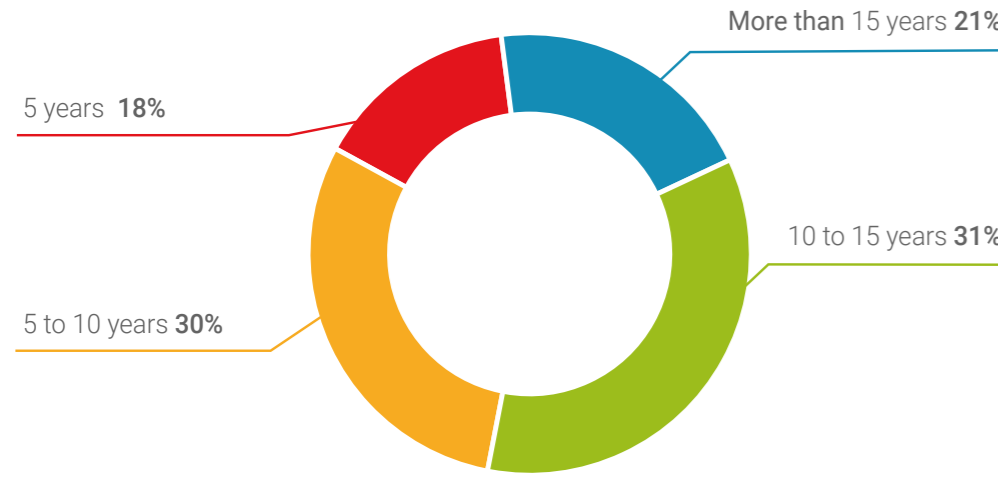
“

*Do you want to study all the techniques and secrets of Strategic Procurement with the best? Look no further and enroll now in this program"*

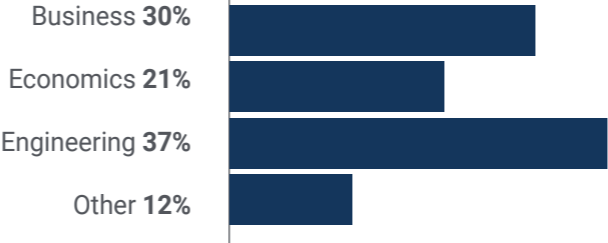
Average Age

Between **35** and **45** years old

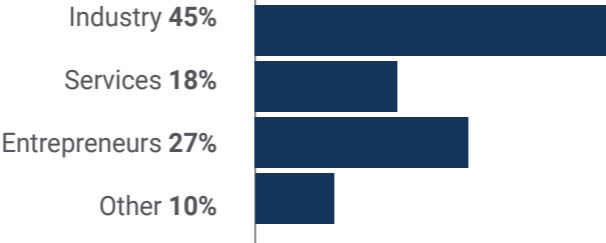
Years of Experience



Training



Educational Profile



Geographical Distribution



Melania Brito

Logistics Manager

"This Postgraduate Certificate gave me the keys I needed for my superiors to trust me and give me the position of logistics manager that I hold today"

# Impact on Your Career

TECH is aware of the effort that students must make to complete this program, so the student will find many facilities to be able to complete it. In addition to its completely online nature and high-quality teaching content, the course load is greatly lightened by not requiring a final paper. This means that the student graduates directly and can start applying for higher positions or improve their logistics work immediately.



*You only want the best for yourself. That's why TECH guarantees that you'll be occupying your own Strategic Procurement logistics office in no time"*



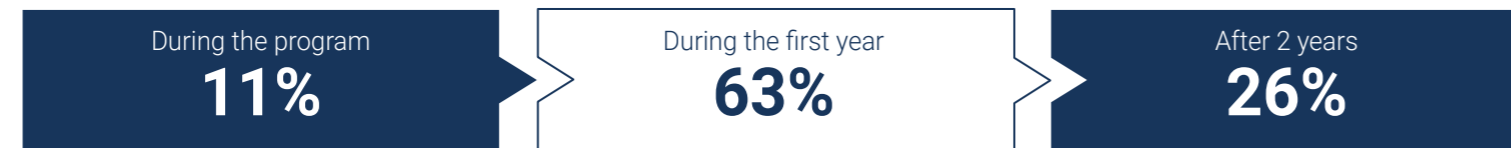
**Are you ready to take the leap?  
Excellent professional development awaits you**

The Postgraduate Certificate in Strategic Procurement prepares its students for the most exciting and demanding challenges in the logistics world, bringing out the best version of themselves and forcing them to pursue those professional goals that until now seemed unattainable.

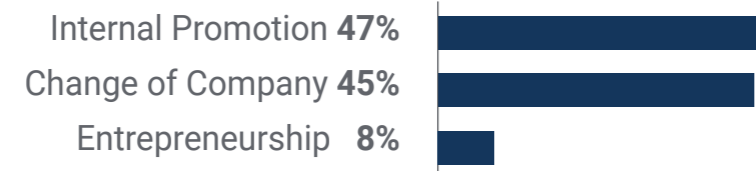
*Don't miss this opportunity unique in the market and enroll today in TECH.*

*You are in the perfect context to specialize in Strategic Procurement and lead your own team.*

**Time of Change**



**Type of change**



**Salary increase**

This program represents a salary increase of more than **25.22%** for our students.



# Benefits for Your Company

This Postgraduate Certificate in Strategic Procurement is also a great opportunity for companies looking for a potential improvement of their logistics departments. Thanks to a better distribution of tasks and a full understanding of global supply, business results will be significantly improved by having a much stronger purchasing chain.

“

*Setbacks such as the Ever Given accident in Suez are inevitable. Learn to be prepared with this Postgraduate Certificate and greatly enhance your professional quality”*

Developing and retaining talent in companies is the best long-term investment.

01

### Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

---

02

### Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

### Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

---

Time of Change

04

### Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

### Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

---

06

### Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.



# 10 Certificate

The Postgraduate Certificate in Strategic Procurement guarantees, in addition to the most accurate and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.

“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*

This private qualification will allow you to obtain a **Postgraduate Certificate in Strategic Procurement** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra ([official bulletin](#)). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** private qualification is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Certificate in Strategic Procurement**

Modality: **online**

Duration: **6 weeks**

Accreditation: **4 ECTS**



## Postgraduate Certificate Strategic Procurement

- » Modality: **online**
- » Duration: **6 weeks**
- » Certificate: **TECH Global University**
- » Accreditation: **4 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

# Postgraduate Certificate Strategic Procurement

