

# International Procurement: Purchasing and Outsourcing in the Global Marketplace

## Workshop Overview

Procurement is the means by which organizations move into international trade by creating or entering into global value chains as buyers or suppliers. As part of global value chain and global supply chain management, procurement is an essential supporting activity for all aspects of organizations.

This workshop explores the role of procurement in the following areas:

- Leveraging global market conditions to maximize cost savings
- Creating a competitive advantage
- Identifying potential risks This workshop also details the issues and risks to consider when entering into negotiations and contracts as buyers.

## Workshop Structure

Module 1 of the Global Value Chain course.

This is the second of four workshops for the course Global Value Chain. Each workshop explores a global value chain activity in relation to international trade.

This workshop can be completed as a stand-alone learning module within the FITTskills framework.

## Workshop Details

Workshop Fee: USD 500

Workshop Duration: 4 hours

## What's Included

- Workshop eBook
- Video resources
- Guiding notes to facilitate tracking of key concepts
- Case studies offering real-life examples
- Sample exam questions to demonstrate exam format and help you practice for your final assessment
- Access to the multiple-choice online exam
- Essential international trade skills to help you compete in today's integrated global marketplace

## Workshop Learning Outcomes

Upon completion of this workshop, participants will be able to:

- Follow a strategic global sourcing process, using effective international business practices, to source raw materials and/or product components or to outsource manufacturing or services offshore.
- Develop and maintain positive supplier relationships.