

PROGRAM SYLLABUS

Annual Procurement Strategy Course

Online Certificate Program

Last update: February 7, 2026

PT Procurement Tactics



An overview

What you can expect of this program

Annual Procurement Strategy Course

Is your procurement strategy as sharp as it could be? Do you have clear goals for what to achieve in this year?

This course helps to build a clear Procurement Strategy with our proven 5-step action plan.

Creating an effective procurement strategy for your portfolio begins with a thorough understanding of your company's overall strategy, which we will cover in the first two lessons of this course. From there, we will move on to conducting both external and internal analyses. With a clear grasp of your organization's internal capabilities and the external environment, we will introduce the concept of procurement plotting. In the final lesson, you will learn how to develop your own, comprehensive procurement strategy action plan, complete with well-defined timelines, performance metrics, and a framework for continuous improvement.

With video lessons & powerpoint templates, this course teaches the skills needed to drive better, fact-based decisions that benefit your procurement career & deal results. We are proud to have trained procurement managers at Fortune 500 companies, and are excited for you to join as well!



– Marijn Overvest, founder Procurement Tactics



200+ companies trust us



Online, self-paced learning



Subtitles in 5 different languages



Powerful strategic planning **templates**



Interactive case studies



8-16 hours study material



12 months course access



Official **certificate** upon completion



Data-driven preparation tooling



Reading materials & **bonus content**



60-day money-back guarantee

About Your Instructor

Marijn Overvest

Your instructor for this course is Marijn Overvest, the Founder of Procurement Tactics. With over 15 years of experience, Marijn has worked on deals worth over €500 million with companies like Heinz and Unilever and has trained more than 200 procurement teams worldwide.

Marijn is passionate about helping procurement professionals learn and grow. He is always looking for new ways to improve his own knowledge and share what he has learned. His experience includes working on negotiations, sustainability, and building strategies in industries like FMCG (retailers and suppliers), aviation, and pharmaceuticals.

With Marijn's practical advice and stories from personal experience, you will learn how to improve your procurement skills and achieve better results for you and your company.



Learn in-demand skills

And take your career to the next level

Study objectives



Identify the steps involved in creating a procurement plan & diagnose the current state of your procurement strategy

Gain an understanding of what a procurement plan is and what it aims to achieve. Understand how you can diagnose your organization's current procurement strategy by looking at the business strategy and requirements of the internal and external stakeholders.



Conduct the analysis of factors influencing the internal and external environments of your business

Learn about the external and internal influences of the total procurement plan. You will learn how to identify all the important variables.

The perfect fit for

This course is primarily designed for junior and mid-level procurement professionals. It offers practical advice on developing a solid procurement strategy, taking into account all the key factors needed to create one effectively.



Conduct supplier plotting

Grasp the keys to plotting a supplier and forming an action based on the plotting.



Develop an action plan for your procurement strategy

Learn how to create the final and very important step in every procurement plan: the action plan!

Curriculum structure

Practical. Comprehensive. Game changing.

Personal Procurement Plan

8 lessons



In this course, you will create a strategic annual Personal Procurement Plan by following these proven steps:

- Linking your company's strategy
- External & internal analysis
- Supplier plotting
- Goal setting & action plan

The result will be a clear action plan that reflects the goals and objectives of your organization. By the end of this course, you will know how to achieve your goals in your upcoming negotiations.

Learn in demand skills

Take your career to the next level



Real-world projects

Develop practical skills through learning from real-world examples and studying dozens of inspiring case studies.



Self-paced online learning

Learn anywhere, anytime, and at your own pace with our fully online training program.



Personal coach & practitioner community

Contact your personal coach if you need any assistance or input, and collaborate with procurement professionals from around the world.



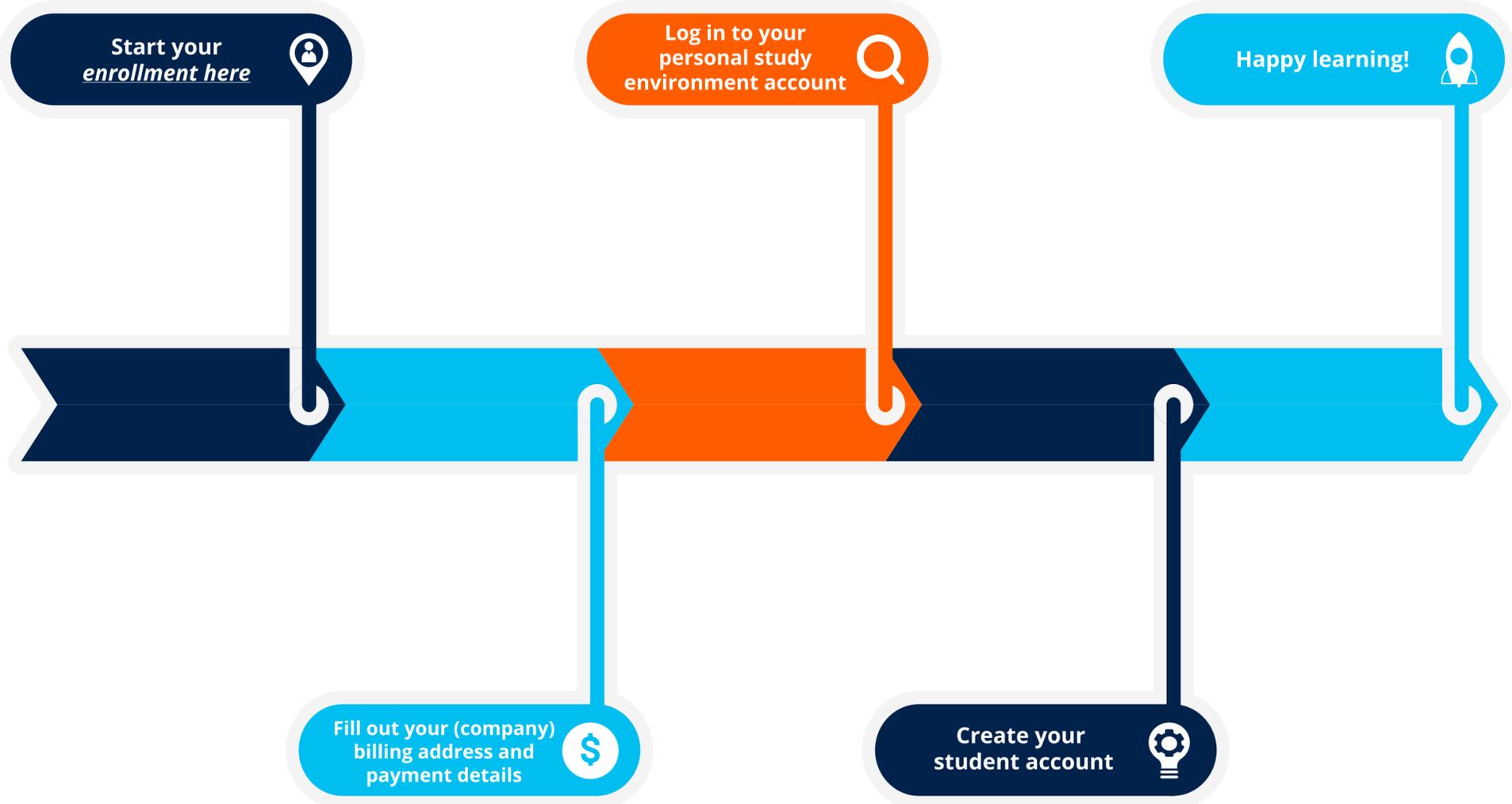
Our Learning Methodology

Enabling learners to be outstanding



How to enroll

Enroll today



Customers give us an average rating of 9.7 out of 10.

"Procurement Tactics helped my team members prepare their negotiation strategies and tactics to achieve better results. It also inspired them to leverage their skills in AI. After these trainings, my team showed more confidence and achieved better results! I highly recommend the Procurement Tactics courses to any procurement professional who wants to improve their skills!"



Jason de Gan, Supply Chain & Sourcing Leader at NRG

