

PROGRAM SYLLABUS

Gen Z & Generational Management in Procurement

Online Certificate Program

Last update: February 7, 2026



An overview

What can you expect of this program?

Gen Z & Generational Management in Procurement

Welcome to our **Gen Z & Generational Management in Procurement** course! This program is designed to help you navigate the complexities of a multi generational workforce in procurement teams.

With the growing presence of Generation Z in the workplace, it is crucial to understand their unique characteristics and how to effectively integrate them into your team. By the end of this course, you will have the tools and strategies needed to foster a collaborative and productive work environment that leverages the strengths of all generational groups.

You will learn how to lead and manage a diverse team, focusing on the specific needs, motivations, and expectations of the new generations in the workplace. This course covers practical techniques to bridge generational gaps, improve communication, and improve your teams' overall performance. You will explore case studies, engage in interactive lessons, and gain insights that will help you turn generational challenges into opportunities for growth in your procurement team.



– Marijn Overvest, founder Procurement Tactics



200+ companies trust us

-  **Online, self-paced learning**
-  **Subtitles in 5 different languages**
-  **Managing Gen Z templates**
-  **Interactive case studies**
-  **8-16 hours study material**
-  **12 months course access**
-  **Official certificate upon completion**
-  **Reading materials & bonus content**
-  **60-day money-back guarantee**

About Your Instructor

Yme Dijkstra

This course is led by Yme Dijkstra, an experienced trainer and advisor specializing in generational management within organizational settings. With years of experience in training and team development, Yme has expertise in enhancing workplace dynamics across diverse age groups, from Generations X to Z.

He has facilitated many workshops focused on leadership, teamwork, and employee well-being, tailored for executives and HR professionals. His work emphasizes practical strategies for managing multi-generational teams effectively.

Throughout this course, Yme will combine theoretical knowledge with interactive exercises to deliver deep insights into generational perspectives and how they influence organizational success.



Learn in-demand skills

And take your career to the next level

Study objectives



Understand Generational Dynamics

Gain in-depth knowledge of the key traits, values, and motivations of different generations, with a special focus on Generation Z. Learn how these dynamics impact team performance and organizational culture.



Apply strategies in tracking and developing skills of Gen Z

With the help of actionable templates and practical advice, learn how to approach and engage junior employees in developing the crucial skills needed for success in procurement roles

The perfect fit for

This course is designed for procurement leaders and managers who seek to enhance their skills in managing a diverse workforce. It is ideal for those aiming to integrate Generation Z into their teams seamlessly and for anyone looking to improve team collaboration and productivity by understanding and leveraging generational differences.



Apply strategies to create effective multigenerational teams

Learn step-by-step strategies to foster collaboration, mutual understanding and productivity across generational groups, ensuring each team member's strengths are maximized.



Understand how to motivate, engage and fulfill the needs of different generations

Understand how career needs evolve over time and identify key motivators at each stage. Gain practical tips and real-life examples for keeping your team motivated and engaged.

Curriculum structure

Practical. Comprehensive. Game changing.

1. Introducing Generations

6 lessons

Course Introduction

Module 1 Introduction

Introducing and Identifying Different Generations

Understanding the Importance of Generation Management in Teams

Challenges in Cross-generational Collaboration

Module 1 Wrap-Up

2. Understanding Gen Z in Procurement Teams

6 lessons

Module 2 Introduction

Characteristics of Generation Z

Linking Procurement Skills with Gen Z

How to Guide Gen Z in Procurement

How to manage Motivational Drivers of Gen Z effectively

Module 2 Wrap-Up

3. How to Manage Different Generations in your Procurement Team

5 lessons

Module 3 Introduction

Generational Stereotypes and How to Manage Them

How to Guide Multigenerational Procurement Teams

Module 3 Wrap-Up

Course Wrap-Up

MODULE 1

What you can expect

1. Introduction to Generational Management

In this module, you will gain a thorough understanding of the different generational groups within the workplace and how their distinct characteristics influence team dynamics. We will explore the defining traits, values, and communication preferences of various generations, providing insights into how these differences shape workplace behavior, expectations, and collaboration. By understanding the nuances of each generation, you will be better equipped to foster cooperation, raise productivity, and promote inclusivity in your teams.

We will dive into practical strategies for managing and leading multigenerational teams within your organization, as well as how to integrate their strengths to build a cohesive, future-ready team. By the end of this module, you will be able to apply the concepts of generational management to create an inclusive, engaged, and productive work environment.

Content

1. Course Introduction
2. Module 1 Introduction
3. Introducing and Identifying Different Generations
4. Understanding the Importance of Generation Management in Teams
5. Challenges in Cross-generational Collaboration
6. Module 1 Wrap-Up

MODULE 2

What you can expect

2. Understanding Gen Z in Procurement Teams

In this module, we will explore the defining characteristics of Generation Z and their unique approach to life and work. You will learn how these traits align with key competencies needed for excellence in procurement roles and discover practical methods to guide Gen Z in developing these competencies.

We will also cover what motivates Gen Z in the workplace and provide strategies to create an environment where they can thrive. By the end of this module, you will have the tools to integrate Gen Z's strengths into your procurement team effectively.

Content

1. Module 2 Introduction
2. Characteristics of Generation Z
3. Linking Procurement Skills with Gen Z
4. How to Guide Gen Z in Procurement
5. How to Manage Motivational Drivers of Gen Z Effectively
6. Module 2 Wrap-up

MODULE 3

What you can expect

3. How to Manage Different Generations in Your Procurement Team

In this module, we will focus on the complexities and opportunities of managing a multigenerational workforce. You will learn about the key work values, motivators, and leadership styles preferred by different generations, from Baby Boomers to Generation Z.

We will provide practical strategies for fostering collaboration, understanding, and productivity across age groups. By the end of this module, you will be equipped to manage generational diversity effectively, turning potential challenges into strengths for your procurement team.

Content

1. Module 3 Introduction
2. Generational Stereotypes and How to Manage Them
3. How to Guide Multigenerational Procurement Teams
4. Module 3 Wrap-up
5. Course Wrap-up

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.

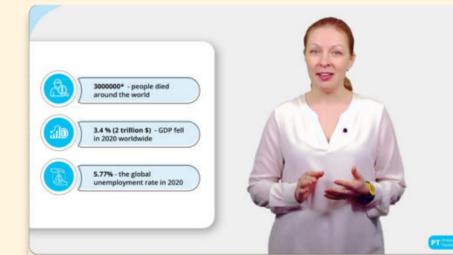


Our Learning Methodology

Enabling learners to be outstanding



Learners understand facts, concepts, processes, and learn best practices.



Learners see examples to bring the concepts to life.



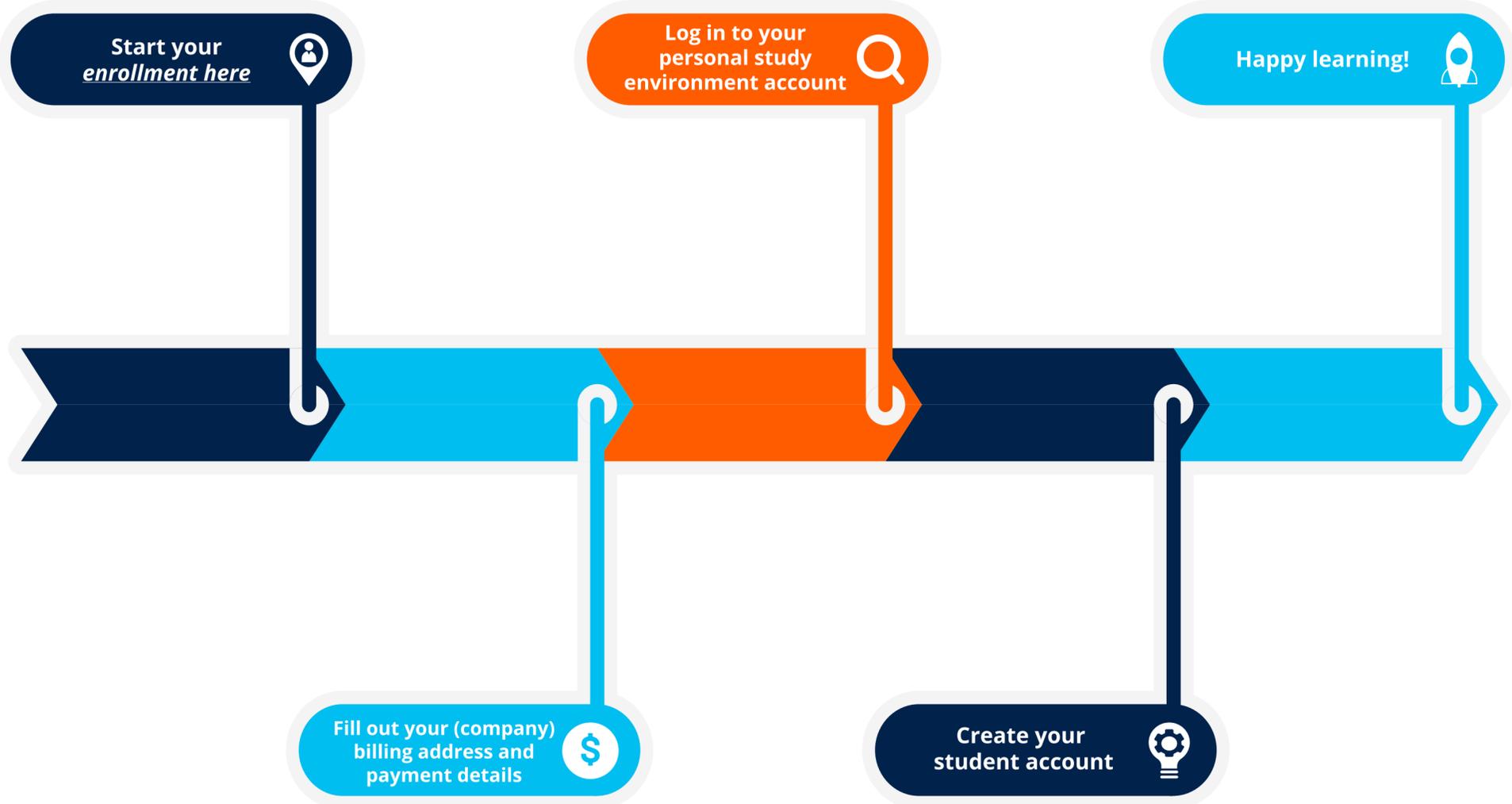
Learners practice skills and concepts through hands-on activities and case studies.

Record of proposals template

Record of proposals	Year 1	Year 2	Year 3	Year 4
Price	14.90	12.20	14.30	13.90
Volume discount	1.5%	2.0%	1.75%	2.0%
Maximum commitment	80,000	150,000		100,000
Agreement terms	30	60	60	
Performance	500	400	Medium	500
Contract / job	1,000,000	1,000,000	1,300,000	1,500,000
Performance	5	8	10	10

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

