

PROGRAM SYLLABUS

Mini-MBA for Procurement Managers

Online Certificate Program

Last update: February 7, 2026



NEW Study Plan ✓

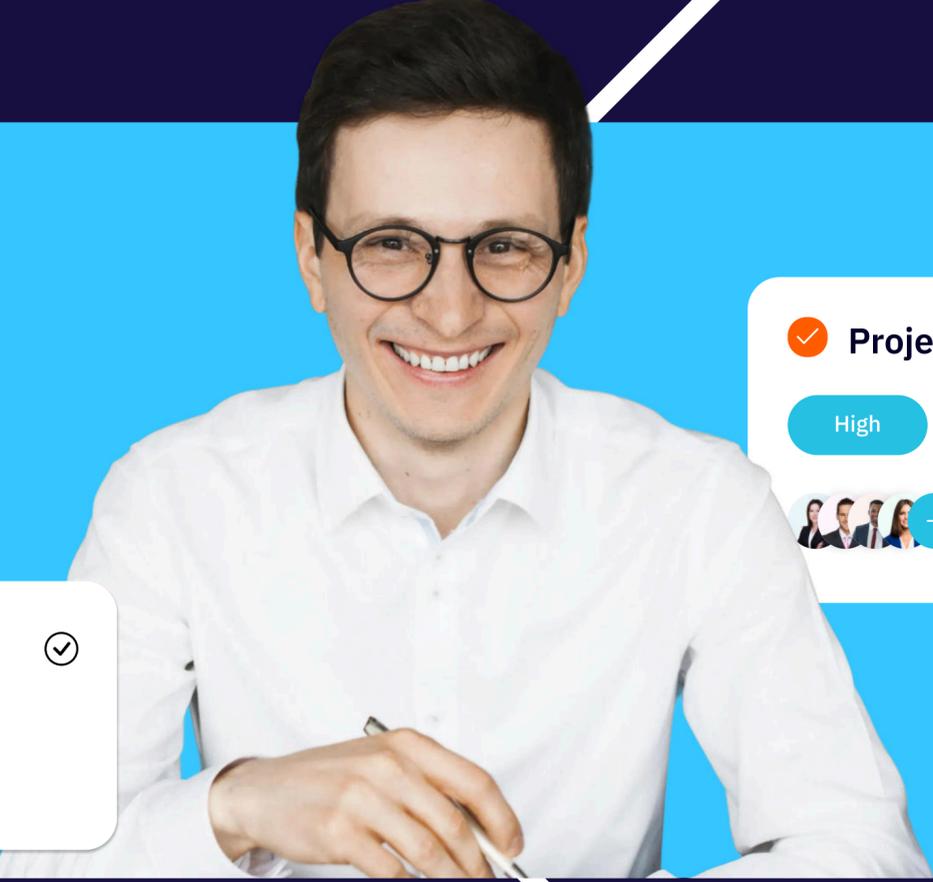
Improve business administration

Learn the essentials. Be a master.

Project Progress ⋮

High On Track

+ 112 1.2k



An overview

What can you expect of this program?

Mini-MBA for Procurement Managers

We understand a full master's degree in Procurement can take a lot of time and resources. That is why we have designed this mini-MBA course just for procurement professionals who are still eager to extend their knowledge in this field. This is a short, impactful course that will provide you with the most important skills and knowledge you need to succeed in your procurement role.

This is a comprehensive course that will cover various important topics regarding the way in which you should plan, monitor and execute the activities within your procurement department. The course offers a range of topics, from practical guidance on strategic planning in procurement to key ethical considerations in procurement businesses, all presented in a concise and impactful manner.



– Marijn Overvest, founder Procurement Tactics

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

200+ companies trust us



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's 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



Shaping the future of Procurement

Dive into the core of procurement planning, understanding the difference between strategic and emergent strategies, and how to craft a roadmap for success.



Unlocking Procurement Potential through Analysis

Learn to critically analyze both the internal and external environments affecting procurement. Get a grasp of your organization's internal dynamics and the broader business landscape to make informed decisions.



Leading with Integrity in Procurement Management

Explore the principles that guide responsible procurement practice. Focus on ethical considerations, stakeholder engagement, and governance to ensure transparent, accountable, and sustainable processes.



Navigating Global Challenges in Procurement

Understand the dynamics of global competition and the various developments that can influence strategic management in the procurement sector. Equip yourself with the knowledge to compete and collaborate on an international stage.

The perfect fit for

This course is the ideal match for procurement managers and specialists looking to boost their career through improved strategy, analysis, ethics, and global insight. After completing this program, you will be able to lead procurement with expertise in strategy, ethics, and global competitiveness, paving the way for career growth.

Curriculum structure

Practical. Comprehensive. Game changing.



Mini-MBA for Procurement Managers

11 lessons

- Course introduction
- Introduction to Procurement Strategy
- Internal Analysis and Competitiveness in procurement
- External Environment and Competitiveness
- Strategic Planning Versus Emergent Strategies
- Strategic Mapping and Balanced Scorecards
- Corporate Governance and Stakeholder Engagement
- Business ethics
- Competitiveness in International Business
- Developments Impacting Strategic Management
- Course Wrap-Up

What you can expect

Mini-MBA for Procurement Manager

In this Mini-MBA, you will acquire the knowledge, skills, and tools to enhance your procurement expertise and make valuable strategic contributions to your organisation's success.

Get ready for an in-depth learning experience that will boost your professional growth and unlock new opportunities in procurement. By the time you reach the end of this journey, you will emerge as a procurement expert, equipped with all the knowledge and skills to make a real difference in your organization.

In this mini-MBA you will gain an in-depth knowledge of the following:

- A foundational understanding of procurement strategy
- Internal analysis of the procurement organization
- External analysis of the business environment and competitiveness outside the organization
- Strategic planning versus emergent strategies
- Developing and utilizing balanced scorecards
- Corporate Governance and Stakeholder Engagement
- Business ethics
- Competition in international business in the context of procurement
- Developments that can impact the strategic management

Content

1. Course Introduction
2. Introduction to Procurement Strategy
3. Internal Analysis and Competitiveness in procurement
4. External Environment and Competitiveness
5. Strategic Planning Versus Emergent Strategies
6. Strategic Mapping and Balanced Scorecards
7. Corporate Governance and Stakeholder Engagement
8. Business Ethics
9. Competitiveness in International Business
10. Developments Impacting Strategic Management
11. 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

4. APPLY

Learners are given guides and templates so they can walk into their work the next day and apply what they've learned.

Record of proposals template

Record of proposals	Year1	Year2	Year3	Year4
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



1. TELL

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



2. SHOW

Learners see examples to bring the concepts to life.

THE PROBLEM

1. Security of supply is gone

Inflation, Energy prices, Global warming

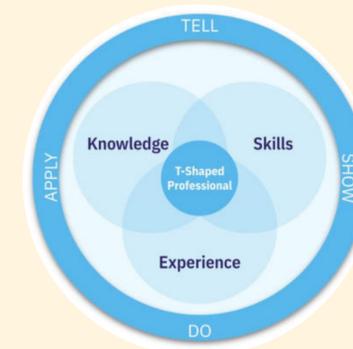
Including more problems:
- War
- Covid-19

2. EBIT under pressure

Procurement is the main driver for EBIT:
- Procurement leaders are facing one of the toughest market environments of their careers.
- A combination of macroeconomic factors (trade policy shifts, workforce scarcity, wage upended long-running trends) that have benefited the global economy for several decades.

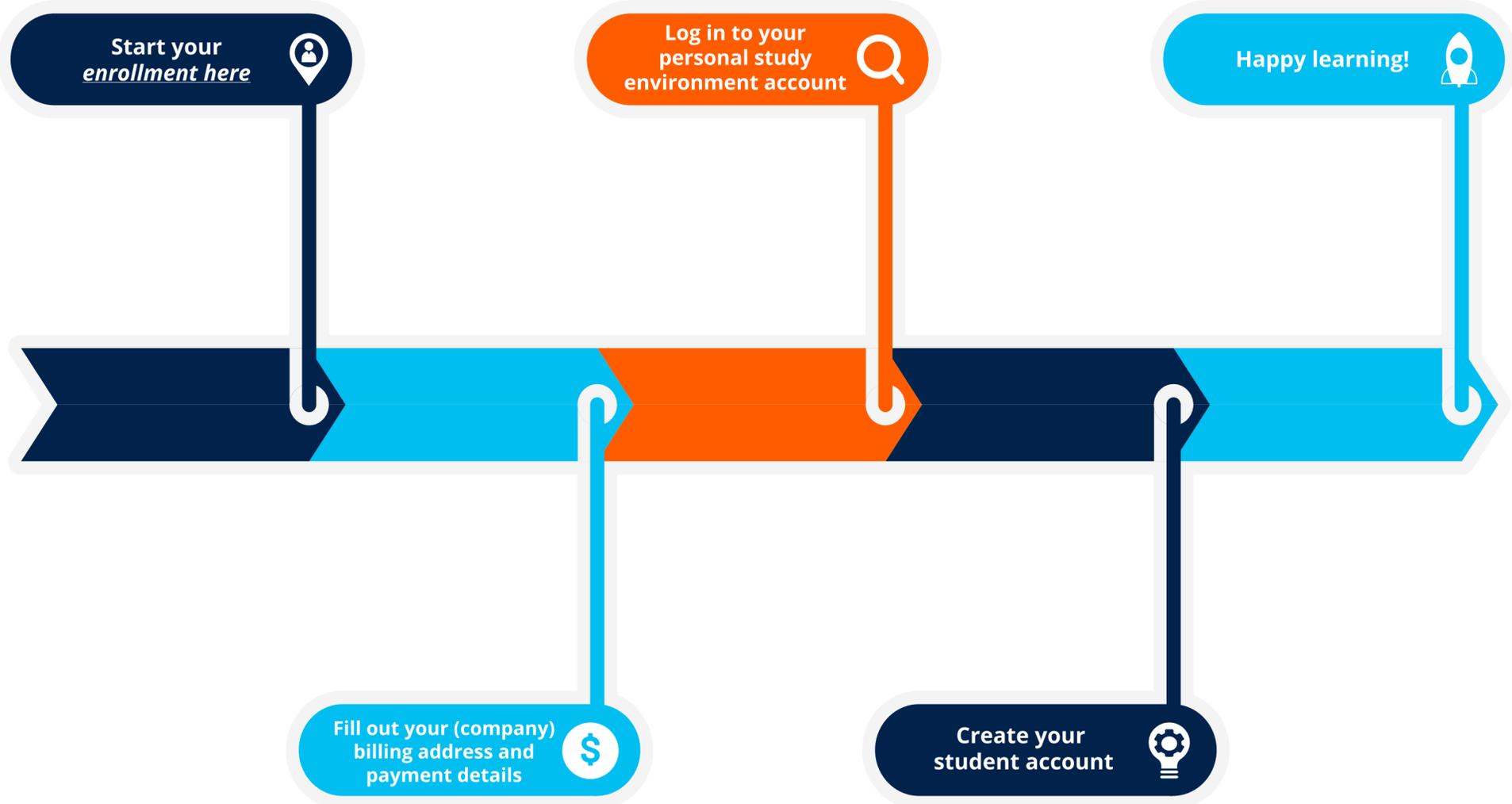
3. DO

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



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

