



# An overview

What can you expect of this program?

## Risk Management in Procurement

Welcome to our Risk Management in Procurement Course!

In this course, you will gain all the knowledge you need to manage risks effectively. First, we will discover Procurement's role in risk management. You will get familiar with the specific risks Procurement professionals face daily, along with the risk cycle and how to apply it. Then, you will get acquainted with identifying and measuring risks through various techniques. The most crucial part will focus on risk management strategies across key areas such as financial, operational, ESG, and legal. Lastly, by the end of this course, you will be ready to develop your own risk management strategy!



– Marijn Overvest, founder Procurement Tactics

-  **Online**, self-paced learning
-  **Subtitles** in 5 different languages
-  **Risk analysis templates**
-  **Interactive case studies**
-  **8-16 hours** study material
-  **12 months** course access
-  **Official certificate** upon completion
-  **Real-life risk management examples**
-  **Reading materials & bonus content**
-  **60-day money-back guarantee**

200+ companies trust us



# About Your Instructor

## Zoya Chechulina

Your instructor for this course, Zoya Chechulina, has over 20 years of experience in Procurement and Business Transformation. She has worked in the FMCG sector for most of her career, spending 19 years at Mondelez International and a year and a half at Mars. She also spent four years as a consultant, helping clients in different industries.

Teaching is one of Zoya's passions. She has taught at many business schools and universities, sharing her knowledge and experience. In this course on Procurement Risk Management, Zoya combines her wealth of experience with practical insights and actionable strategies to help procurement professionals effectively prevent and manage risks. By sharing her own successes and lessons learned from challenges, she creates an engaging and relatable learning experience. Zoya's commitment to empowering others through her expertise ensures that participants leave with valuable tools and knowledge to excel in their roles.



# Learn in-demand skills

And take your career to the next level

## Study objectives



### Interpret and use the Enterprise Risk Management Framework

Dive deep into understanding how to wield the enterprise risk management framework, tailoring it to empower procurement processes in businesses of every size.



### Use the tools for performing the risk management lifecycle

Learn to navigate the full risk management cycle with precision, from spotting risks to implementing powerful mitigation strategies, enhancing your procurement results.

## The perfect fit for

This course is mainly designed for procurement professionals in mid-level roles. It requires a solid foundation in procurement to understand the methodologies, frameworks, and the context in which risk management takes place. Senior managers can also benefit from this course, as it may serve as a helpful refresher of knowledge or an enhancement to their current processes.



### Apply tips on specific areas of risk

Gain actionable insights and tips for tackling risks across key areas including ESG, operations, and finance, while sharpening the essential soft skills for risk management success.



### Create and integrate the risk management strategy within your procurement processes

Transform your procurement function by integrating risk management practices into its very DNA, ensuring every decision made is risk-aware and strategically sound.

# Curriculum structure

Practical. Comprehensive. Game changing.

## Introduction to Risk Management and the Role of Procurement

9 lessons

Course introduction   Module 1 Introduction   Understanding Risk Management Framework   Types and Sources of Risk  
Business Consequences of Unmanaged Risks   Principles of Risk Management   Risk Management and Strategic Sourcing  
Integrating Risk Management into Strategic Sourcing   Module 1 Wrap-Up

## Risk Identification and Analysis

6 lessons

Module 2 Introduction   Risk Management Category Strategy Template   Risk Identification Techniques  
Analyzing Risk Probability and Impact   Supplier Risk Management   Module 2 Wrap-Up

# Curriculum structure

Practical. Comprehensive. Game changing.

## Risk Mitigation Strategies and Deep Dive to Types of Procurement Risks

8 lessons

Module 3 Introduction

Developing Effective Risk Responses

Financial Risk Management

Operational Risk Management

Legal and Compliance Risk Management

ESG Risks

Advanced Risk Management Technique: Scenario Planning

Module 3 Wrap-Up

## Implementing and Monitoring Risk Management Plans & Soft Skills in Risk Management

6 lessons

Module 4 Introduction

Creating and Implementing a Risk Management Plan

Ongoing Risk Evaluation and Monitoring

Soft Skills Required for Risk Management

Module 4 Wrap-Up

Course Wrap-Up

## MODULE 1

What you can expect

# 1. Introduction to Risk Management and the Role of Procurement

In the first module, we will lay the foundation of risk management in procurement. We will dive deep into the critical principles and practices of risk management. You will be introduced to the overarching concepts of risk identification, assessment, mitigation, and monitoring, all crucial for safeguarding procurement operations.

We designed this module to be both enlightening and interactive. This module intends to lay the groundwork for your journey towards mastering risk management.

### Content

1. Course introduction
2. Module 1 Introduction
3. Understanding Risk Management Framework
4. Types and Sources of Risk in Procurement
5. The Business Consequences of Unmanaged Risks
6. Principles of Risk Management in Procurement
7. Integrating Risk Management into Strategic Sourcing
8. Wrap up Lesson Module 1

## MODULE 2

What you can expect

# 2. Risk Identification and Analysis

In Module 2, we will move on to more complex topics, starting with the first two steps of the risk cycle: Identify and Assess. By the end of this module, you'll be able to apply risk identification techniques and perform risk assessments based on impact and probability. Additionally, since supplier-related risks are an important focus, you will learn how to define and assess risks associated with suppliers at every stage of their lifecycle.

Through a combination of theory and practical applications, you will learn to systematically identify various types of procurement risks and evaluate their probability and severity. This module aims to enhance your analytical skills, enabling you to make informed decisions and prepare effective risk management strategies.

### Content

1. Module 2 Introduction
2. Risk Management Category Strategy Template
3. Risk Identification Techniques
4. Analyzing Risk Probability and Impact
5. Supplier Risk Management
6. Module 2 Wrap-up

## MODULE 3

What you can expect

# 3. Risk Mitigation Strategies

In this module, we will transition from identifying and assessing risks to actively mitigating and managing them. This critical phase of the course introduces you to a range of strategies and practical approaches for minimizing the impact of identified risks on your procurement processes.

This module is designed to be interactive and practical. During this module, we will be covering the 4 main risk management strategies: accepting, avoiding, transferring, and reducing risks. We will also explore what procurement risks are and what their potential impact would be if materialized. With real-world case studies and practical tools, you will learn how to create effective risk mitigation strategies suited for all kinds of different procurement scenarios.

## Content

1. Module 3 Introduction
2. Developing Effective Risk Responses
3. Financial Risk Management
4. Operational Risk Management
5. Legal and Compliance Risk Management in Procurement
6. ESG Risks in Procurement
7. Advanced Risk Management Technique: Scenario Planning
8. Module 3 Wrap-up

## MODULE 4

What you can expect

# 4. Implementing and Monitoring Risk Management Plans & Soft Skills in Risk Management

In the previous module, we discussed strategies for managing risks. Now, we will move onto creating and implementing a strong business continuity plan based on the defined risk management strategy. In this module, you will learn what makes a good risk management plan and what should be included in it. You will learn the practical steps for activating your risk management strategies and the ongoing process of risk monitoring.

By the end of this module, you will be able to develop your own comprehensive risk management plan and communicate it effectively. You will also apply the monitoring principles learned in this course to ensure successful implementation of your plan. With this, we will complete the entire risk cycle, and you'll be ready to put your knowledge into practice.

### Content

1. Module 4 Introduction
2. Creating and Implementing a Risk Management Plan
3. Ongoing Risk Evaluation and Monitoring
4. Soft Skills Required for Risk Management
5. Module 4 Wrap-up
6. 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



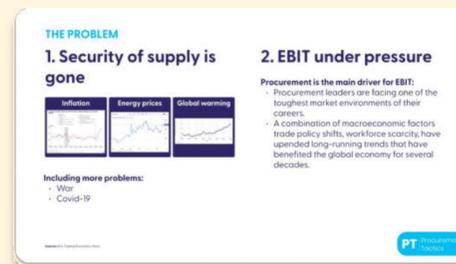
## 1. TELL

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



## 2. SHOW

Learners see examples to bring the concepts to life.



## 3. DO

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

Record of proposals template

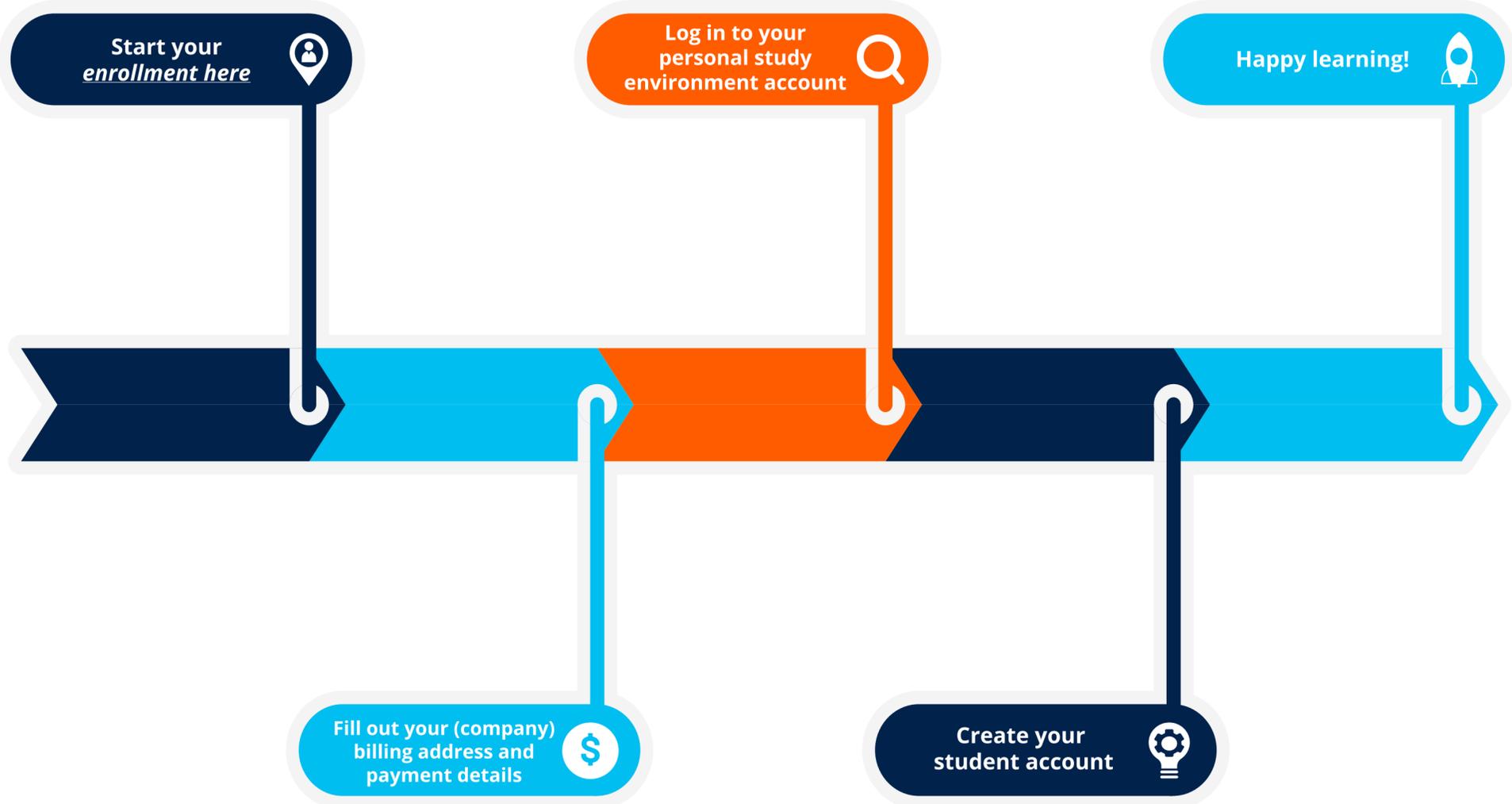
Record of proposals	Project	Project	Project	Project
Price	14.90	12.20	14.30	13.90
Volume discount	1.5%	2.0%	1.75%	2.0%
Maximum commitment	80,000	150,000		100,000
Agreement terms	30	60	60	
Commission	500	400	Medium	500
Contract / job	1,000,000	1,000,000	1,300,000	1,500,000
Performance	5	8	10	10

## 4. APPLY

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

# 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

