

PROGRAM SYLLABUS

Soft Skills for Procurement

Online Certificate Program

Last update: February 7, 2026

PT Procurement
Tactics



An overview

What you can expect of this program

Soft Skills for Procurement

Welcome to the Soft Skills Course! To successfully carry out procurement roles, professionals need to be skilled not only in technical aspects, but also in interpersonal skills. Supplier relationship management is a crucial part of every procurement job, and mastering these skills will elevate your performance.

The Soft Skills in Procurement course is designed to improve your professional capabilities beyond just technical expertise. This program focuses on essential soft skills, such as networking, effective communication, and emotional intelligence, all presented in a way relevant to procurement professionals. It provides practical insights and real-world applications, ensuring you are well prepared to build strong supplier relationships and make impactful decisions.



– Marijn Overvest, founder Procurement Tactics

-  **Online**, *self-paced learning*
-  **Subtitles** in 5 different languages
-  **Soft Skills templates**
-  **Interactive case studies**
-  **8 hours** study material
-  **12 months** course access
-  Official **certificate** upon completion
-  **Persuasion 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 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

The perfect fit for

This course is designed for procurement professionals of all seniority levels. It is for those who are eager to enhance their interpersonal skills and get the most out of their relationships with key stakeholders by improving their collaboration, sensitivity, adaptability and empathy.

Study objectives



Apply practical advice on how to communicate effectively

Develop advanced communication techniques for clarity and effectiveness in procurement. Enhance listening skills for better understanding and collaboration.



Apply persuasion and negotiation tips in your business interactions

Acquire comprehensive skills for successful, win-win negotiation outcomes. Learn strategies for persuasive communication and conflict management in negotiations.



Identify the areas of emotional intelligence important for supplier relationship management

Understand how heightened self-awareness and empathy can help build resilient, effective professional relationships. Learn to manage emotions for better decision-making and conflict resolution.



Identify and demonstrate strategic networking principles

Learn to create, maintain, and leverage the most out of valuable industry connections. Understand the benefits of building long-term, mutually beneficial relationships.

Curriculum structure

Practical. Comprehensive. Game changing.



Soft Skills for Procurement

11 lessons

Course Introduction

Networking

Communication

Persuasion and negotiation

Confidence and self-awareness

Emotional intelligence

Empathy and compassion

Inclusivity

Cultural sensitivity

Adaptability

Course wrap-up

What you can expect

Soft Skills for Procurement

In the 'Soft Skills in Procurement' course, you will develop the key interpersonal skills needed to strengthen relationships with suppliers and get practical tips on how to apply these skills in your own approach. This course is designed to help you improve your communication, negotiate with confidence, and build stronger connections with both suppliers and colleagues.

Get ready for a learning experience that will improve your emotional intelligence, adaptability, and networking abilities. By the end of the course, you will not only have a deeper understanding of these soft skills but also practical tools to use them effectively in your procurement role.

The most important skills you'll gain from this course

- Advanced communication technique
- Emotional intelligence application
- Negotiation skills enhancement*
- Networking strategy development*
- Empathy and compassion in procurement*
- Adapting to market changes

Content

1. Course introduction
2. Networking
3. Communication
4. Persuasion and negotiation
5. Confidence and self-awareness
6. Emotional intelligence
7. Empathy and compassion
8. Inclusivity
9. Cultural sensitivity
10. Adaptability
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.



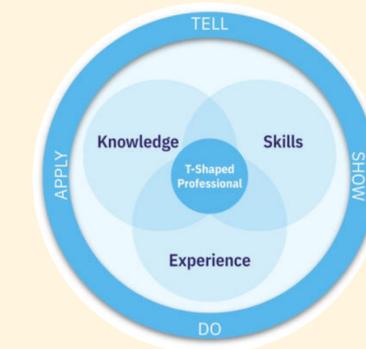
Our Learning Methodology

Enabling learners to be outstanding



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



THE PROBLEM

1. Security of supply is gone

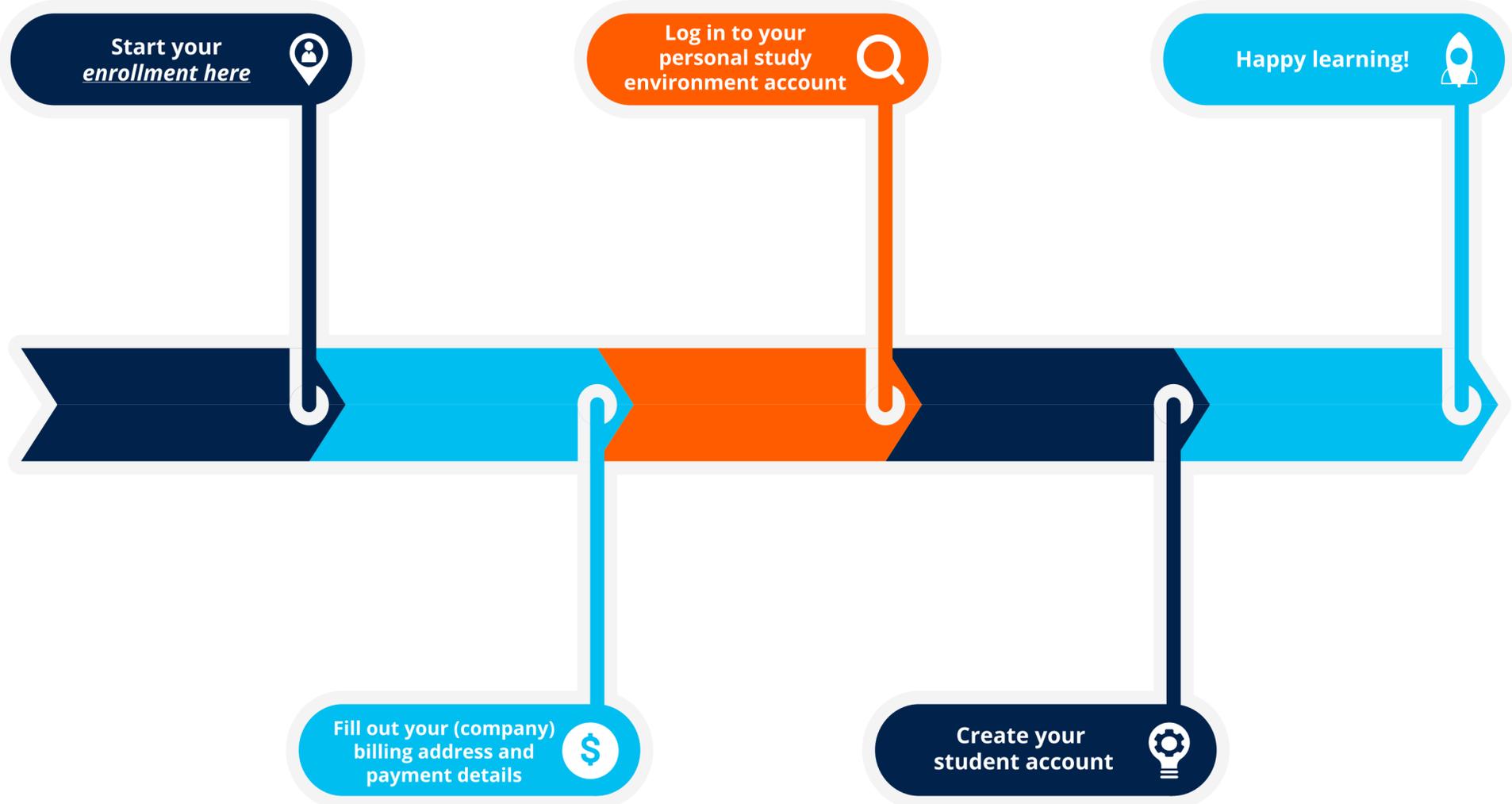
2. EBIT under pressure

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, etc.) have upended long-running trends that have benefited the global economy for several decades.

Including more problems:
- War
- Covid-19

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

