

PROGRAM SYLLABUS

Strategic Procurement Leadership Program

Online Certificate Program

Last update: February 7, 2026



A central image shows three business professionals (two women and one man) in an office setting, looking at a laptop. The image is overlaid with several data visualization elements:

- Productivity Time:** A bar chart showing productivity over a week. The total time is 2h 20m, with a +30m increase this week. The x-axis is labeled M, T, W, T, F, S, S.
- Leadership Skills:** A line graph showing a score of 76%.

An overview

What you can expect of this program

Strategic Procurement Leadership Program

Leadership in the procurement sector demands not only expertise but also visionary foresight and strategic agility. This program is crafted to equip you with these vital leadership qualities.

Upon completion of the Strategic Procurement Leadership Program, you will be ready to lead transformative changes within your organization by gaining the following skills:

- Visionary procurement direction setting
- Comprehensive understanding of a CPO's mandate
- Driving cultural change in procurement
- Navigating intricate procurement paradoxes
- Managing decentralized procurement dynamics



– Marijn Overvest, founder Procurement Tactics



200+ companies trust us



Online, *self-paced learning*



Subtitles in 5 different languages



Strategic leadership **templates**



Interactive **case studies**



8-16 hours *study material*



12 months *course access*



Official **certificate** upon completion



Raci+F **templates**



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



Navigating to the Top of Procurement

Dive deep into how to establish a clear professional direction within the procurement field. Learn about expectations from a Chief Procurement Officer (CPO) and understand the role that procurement leaders play.



Navigating Global & Virtual Team Challenges

Enhance your skills to lead diverse global teams, effectively manage virtual team dynamics, and influence key stakeholders across platforms, ensuring collaborative success in a decentralized procurement landscape.



Implementing a Progressive Procurement Culture

Learn how to drive change within procurement teams Learn to be a credible activist as a manager and learn how to navigate paradoxes.



Implementing Agile & Lean Methodologies

Embrace the proven principles of Agile, Lean, and Kaizen to refine procurement operations. Drive efficiency, responsiveness, and innovation, mirroring the best practices of industry leaders.

The perfect fit for

This course is specifically designed for Chief Procurement Officers and existing managers in the world of Procurement. For those who want to become a CPO or manager, this course could help to acquire the needed skills.

Curriculum structure

Practical. Comprehensive. Game changing.

Navigating to the Top of Procurement

6 lessons

Course introduction Module introduction Professional direction in procurement

Porter's Value Chain Model Future-proofing your career in procurement

The roles procurement leaders play Module 1 Wrap-up

Procurement Leadership Activities

5 lessons

Module 2 introduction Driving cultural change in procurement

Being a credible activist and strategic positioner Handling paradoxes in procurement

Module 2 Wrap-Up

Curriculum structure

Practical. Comprehensive. Game changing.

Managing Procurement Teams of the Future

6 lessons

Module 3 introduction

Managing power dynamics

Managing virtual procurement teams

Leading global procurement teams

Managing people outside your organization

Module 3 Wrap-up

Lean Management in Procurement

5 lessons

Module 4 introduction

Lean management in procurement

The power of Kaizen: The Toyota way

Agile manifesto in procurement

Module 4 Wrap-up

The Agile Procurement Team

6 lessons

Module 5 introduction

The agile procurement team

Agile procurement team design

Empowering self-managed teams

Module 5 Wrap-up

Course wrap-up

MODULE 1

What you can expect

1. Setting Your Professional Direction In Procurement

In this first module, you will kick off a journey that strengthens your core leadership skills while diving into the world of procurement. Expect fresh insights that will open doors to career growth.

By the end, you will have a new perspective on procurement leadership—ready to make key decisions that shape your organization's future. Set yourself up to lead with confidence and tackle challenges head-on.

Content

1. Course introduction
2. Module 1 Introduction
3. Setting your professional direction in procurement
4. What is expected of a CPO
5. Future-proofing your career in procurement
6. The roles procurement leaders play
7. Module 1 Wrap-up

MODULE 2

What you can expect

2. Driving Cultural Change in Procurement

In this module, you will dive into strategies for building a forward-thinking procurement culture. It is designed to enhance your leadership skills, helping you drive change and align procurement with your organization's goals.

Here is what you will gain: By the end, you will not just be a director in procurement—you will be a cultural changemaker. You will have actionable strategies to lead meaningful, positive shifts in your team and set the stage for long-term success.

Elevate your strategic prowess and leadership footprint in procurement, mastering the skills to foster a culture of excellence, innovation, and forward momentum.

Content

1. Module 2 introduction
2. Driving cultural change in procurement
3. Being a credible activist and strategic positioner
4. Handling paradoxes in procurement
5. Module 2 Wrap-up

MODULE 3

What you can expect

3. Managing Power Dynamics

This module takes you into the heart of power dynamics in procurement. You will gain tools to navigate complex relationships, both within decentralized teams and across organizational boundaries—a must for any procurement leader today.

By the end, you will move beyond being a specialist. You will be a diplomatic leader who understands how to balance power, foster collaboration, and create seamless synergy across teams and stakeholders.

Also, you will learn how to manage team members in the digital world. Step up with the skills to lead strategically, handle difficult dynamics, and build strong relationships that drive success in a global procurement environment.

Content

1. Module 3 introduction
2. Managing power dynamics
3. Managing virtual procurement teams
4. Leading global procurement teams
5. Managing people outside your organization
6. Module 3 Wrap-up

MODULE 4

What you can expect

4. Lean Management in Procurement

In this module, we are bringing Lean and Agile into the world of procurement. You will learn how to use these principles to make your processes more efficient, responsive, and innovative!

You will start with an overview of what's ahead, then dive into how lean management can cut costs and boost efficiency in your processes. We will explore the power of Kaizen, the Toyota Way, and discover how continuous improvement drives success and keeps your team on track. Next, you will see how Agile practices can bring flexibility and speed to your procurement function.

By the end, you will not only understand Lean strategies but also be ready to put them into action, setting a new standard for procurement leadership.

Content

1. Module 4 introduction
2. Lean management in procurement
3. The power of Kaizen: The Toyota way
4. Agile manifesto in procurement
5. Module 4 Wrap-up

MODULE 5

What you can expect

5. The Agile Procurement Team

In this module, we are focusing on Agile in procurement. You will learn how to use Agile ideas to make your procurement team more adaptable, collaborative, and quick in delivering value.

By the end of this module, you will stand out as a forward-thinking procurement leader. You will know how to bring the speed and flexibility of startups into your structured environment, keeping your operations strong and responsive.

Discover the benefits of agility in procurement. Embrace these ideas, and you will be ready to face the challenges of today and tomorrow with confidence.

Content

1. Module 5 introduction
2. The agile procurement team
3. Agile procurement team design
4. Empowering self-managed teams
5. Module 5 Wrap-up
6. Module 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.



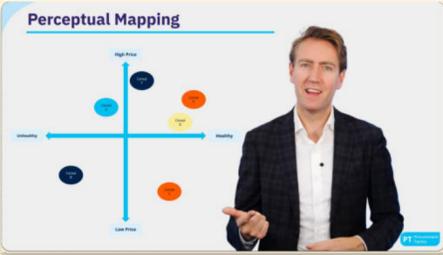
Personal coach & practitioner community

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



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	
Performance	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.

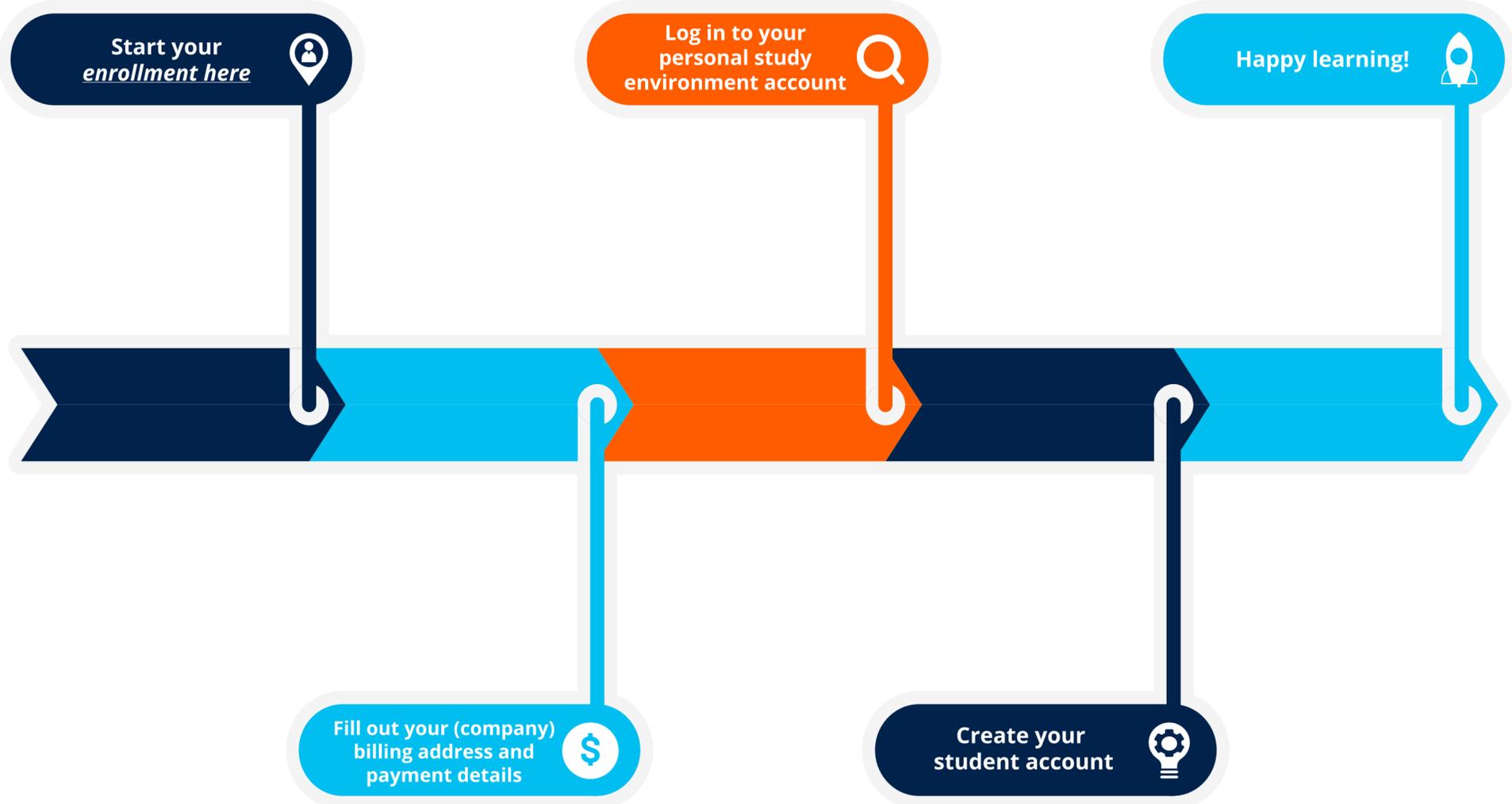
A combination of macroeconomic factors (trade policy shifts, workforce scarcity, upended long-running trends) that have benefited the global economy for several decades.

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

