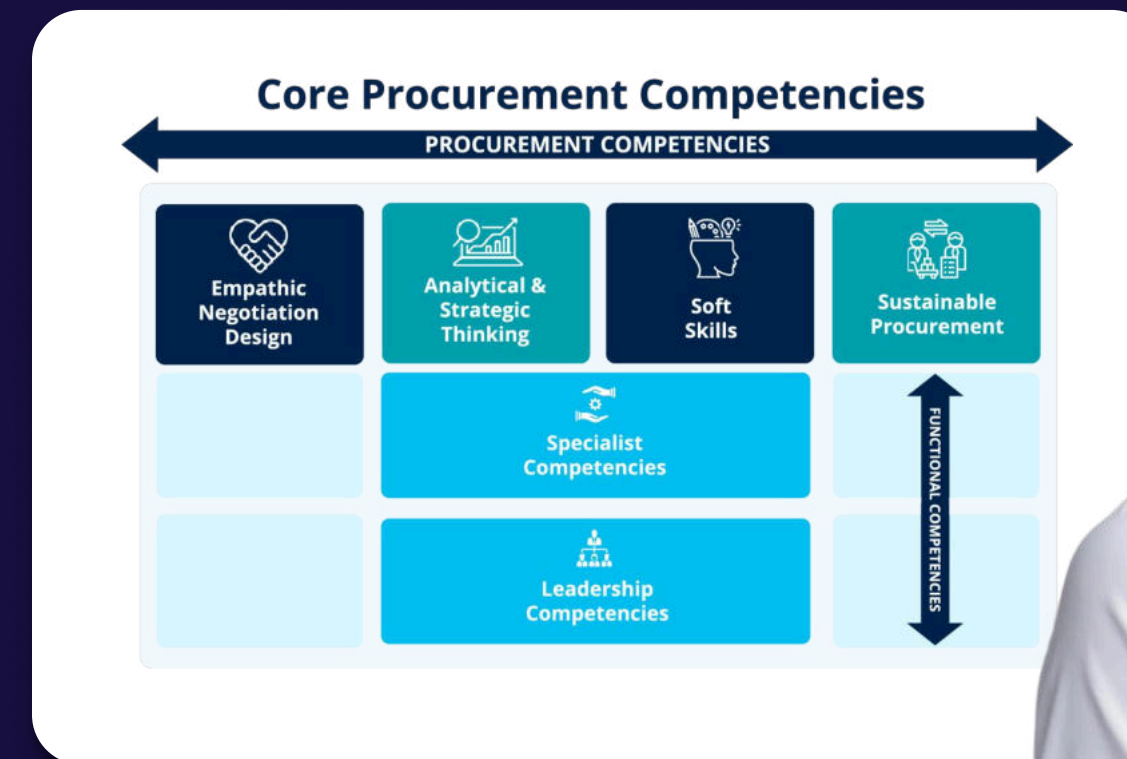


PROGRAM SYLLABUS

T-Shaped Procurement

Online Certificate Program

Last update: February 9, 2026



Leadership Skills

76%

Develop deep procurement expertise

with broad cross-functional skills all in one program

What's included



150 hours of structured professional training

A complete development journey aligned with the global T-Shaped Procurement competency model.



13 specialized Procurement Tactics courses

Each course is a module within one of the four T-Shaped dimensions: Procurement Expertise, Technical Skills, Leadership & Soft Skills, and Sustainability Competencies.



Fully T-shaped Curriculum Design

A balanced combination of deep procurement knowledge, cross-disciplinary skills, and modern capabilities required for the future of the profession.



IPFSM Accreditation

Graduates receive an internationally recognized certificate



12-Month Program & 12-Month Full Access

Participants have a full year to complete all modules and retain access throughout the entire program duration.

The perfect fit for

This course is a great fit for procurement professionals who want to strengthen their core skills while gaining the broader abilities needed to work effectively with different teams, supporting long-term career growth.

Procurement Tactics will always provide you with the latest procurement training to help you develop practical and in-demand skills, essential for your procurement future and a flourishing career. Either that or you get 60-day money-back guarantee, no questions asked!

Learn in-demand skills

and take your career to the next level



Real-world projects

Develop practical skills through working on real-world projects and studying dozens of inspiring case studies



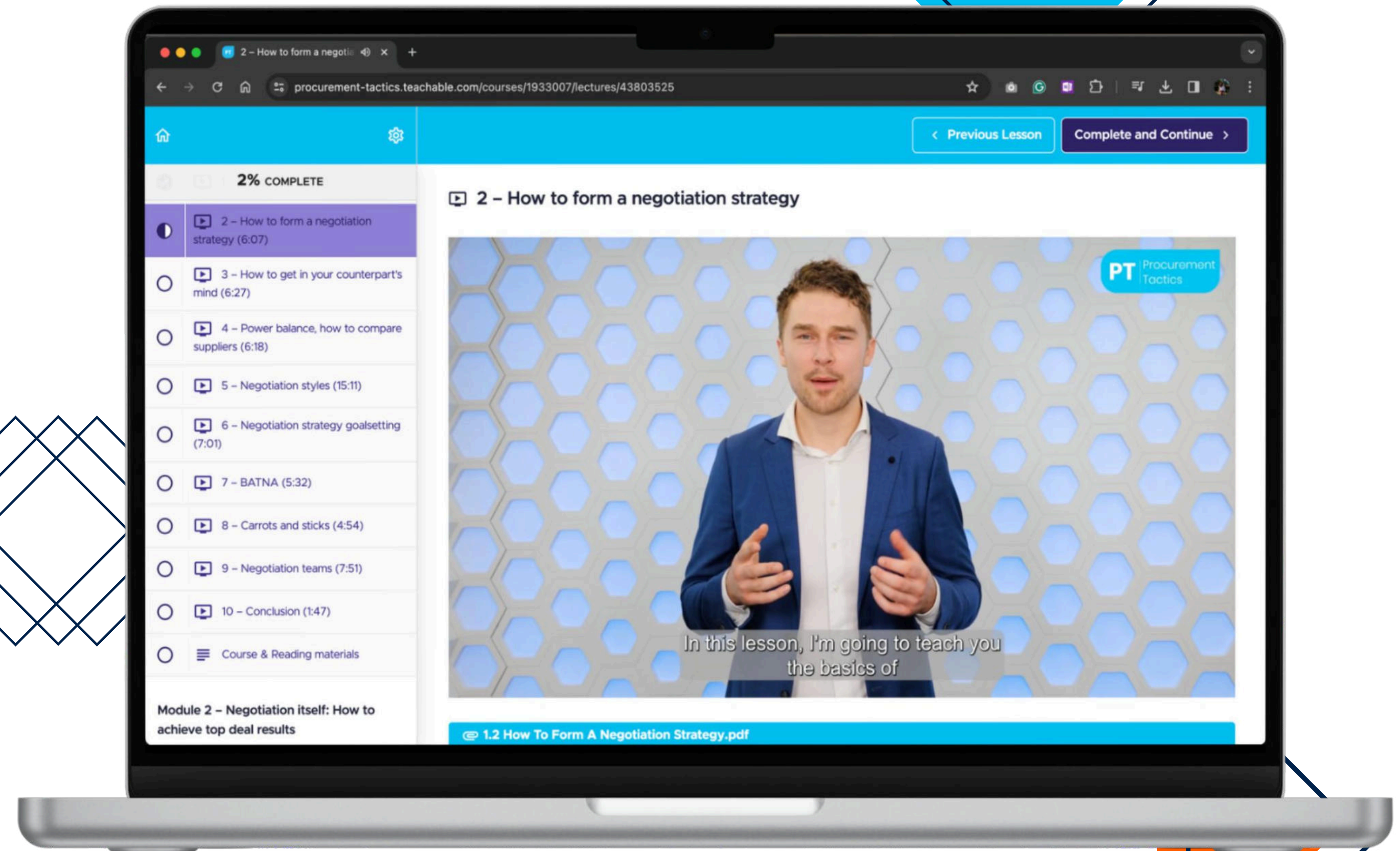
Self-paced online learning

Learn anywhere, anytime, and at your own pace with our fully online training programs.



Procurement community & coach

Collaborate with procurement professionals from around the world or contact your personal coach if you need any assistance or input.



Get Access to

the latest Procurement training programs

This program is officially accredited by the International Federation of Purchasing and Supply Management (IFPSM)

IFPSM is the world's leading authority in procurement and supply chain standards. Earning an IFPSM-accredited certificate means your skills meet globally recognized professional criteria, giving you an internationally respected qualification and a strong competitive advantage in your career.

Empathic Negotiation Design

1. Negotiation Course for Procurement Professionals
2. Cultural Impact on Negotiations
3. Junior Procurement Course

Soft Skills

1. Supplier Relationship Management Course
2. Internal Stakeholder Management Course
3. Gen Z & Generational management Course
4. Strategic Procurement Leadership Course

Analytical & Strategic Thinking

1. AI Implementation for Procurement Leaders
2. Artificial Intelligence Course
3. AI Agents Course
4. Category Management Course
5. Annual Procurement Strategy Course
6. Risk Management Course

Sustainable Procurement

1. Sustainable Procurement Course



You will get access to the entire curriculum of courses & templates including all the ones released within the following 12 months.

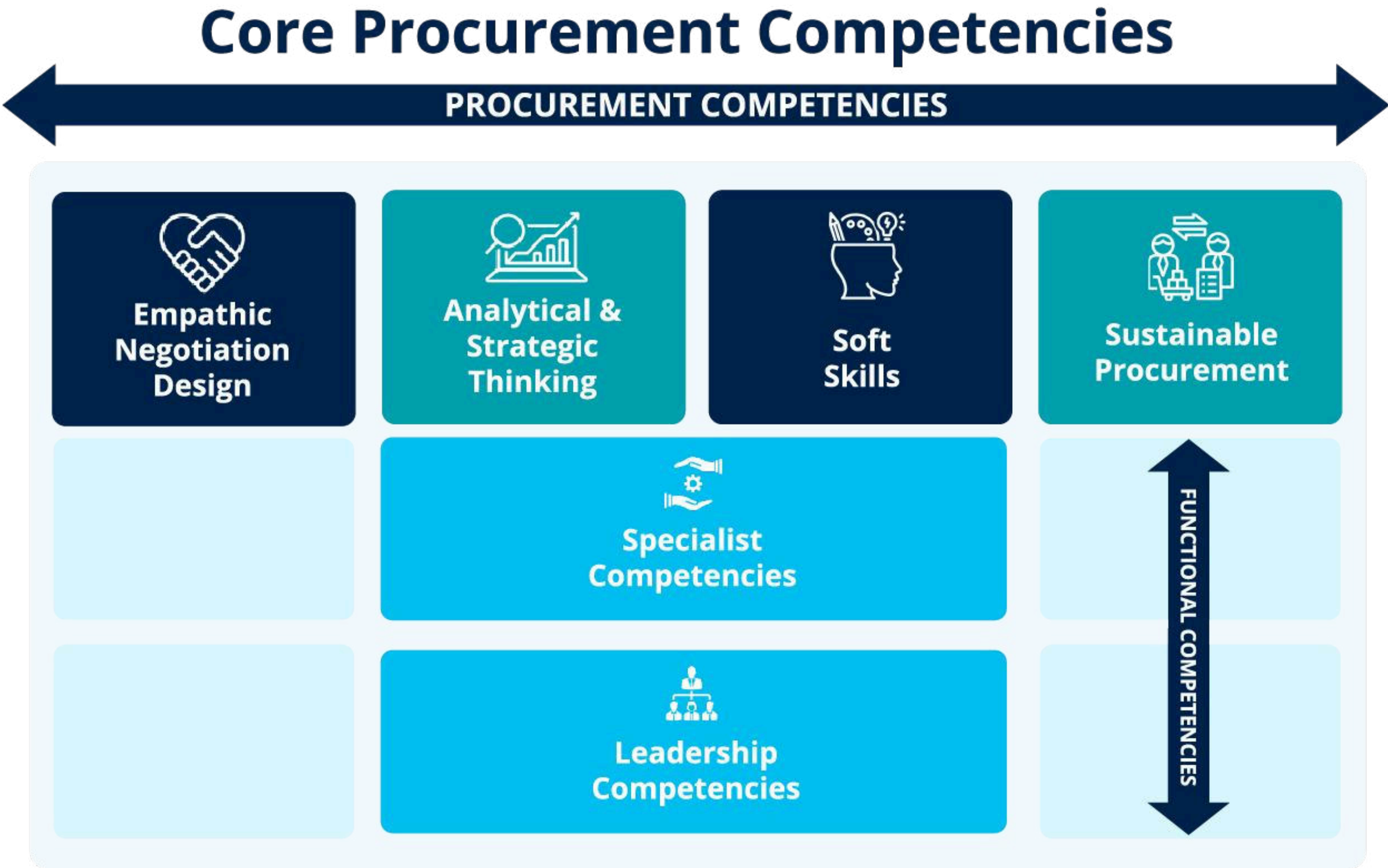
Procurement T-Shaped Framework

to future-proof the evolution of Procurement

Structured for Maximum Impact

As the procurement profession evolves, the capabilities required from modern professionals are no longer limited to technical purchasing knowledge. Today's most successful procurement leaders combine **deep expertise in core procurement disciplines** with **broad cross-functional skills** that enable strategic thinking, data-driven decision-making, leadership, and collaboration.

This is the foundation of the **T-Shaped Procurement Professional Model**, which we use as the core design principle of this certificate program.



Procurement
Tactics drives
continuous value
by providing an
all-in-one learning
experience platform
aligned to our core
methodology



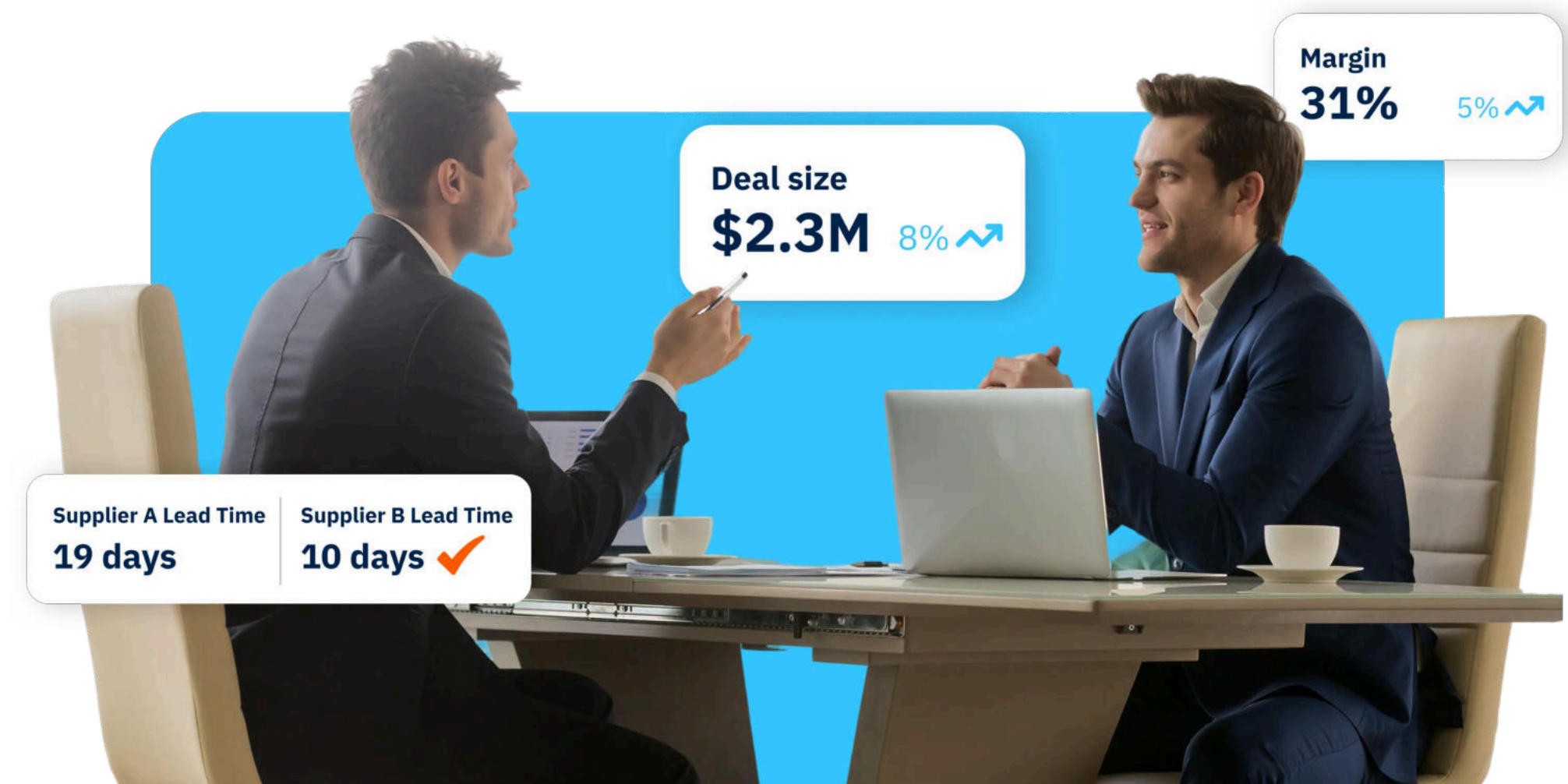
Negotiation for Procurement Professionals

About the Course

Want to close better deals? Prepare faster and achieve deal results you have been dreaming of? The Negotiation Course for Procurement Professionals is exactly what you're looking for. This course is a perfect fit for ambitious procurement & sourcing professionals.

Study Objectives

- 1. How to prepare your negotiation:** Taking a 'prepared' seat at the negotiation table gives power and confidence. There are many bright ways to prepare easier and faster for your upcoming negotiations. Learn how to unlock your full procurement potential with practical negotiation design.
- 2. Negotiation skills:** How to achieve the best deal results Get better deal results by implementing your detailed negotiation strategy. Endless negotiation tactics and psychological tricks will help you to gain the upper hand in your negotiations. Our proven templates will help you close better deals



Cultural Impact on Negotiations

About the Course

This course is designed to help procurement professionals understand the cultural impact that can arise during international negotiations. By identifying areas where these cultural factors may appear and understanding how to interpret different behaviors, you can save time and choose the best approach for your reactions during negotiations.

Study Objectives

- 1. Identify the relationship between culture and negotiations:** Gain an understanding of the relationship between culture and negotiations & identify the different kinds of negotiation techniques that you can expect around the world
- 2. Gain practical tips and knowledge on how to guide and approach international negotiations :** Learn the guidelines for approaching international negotiations as well as how to recognize the barriers and how to overcome them.
- 3. Gather knowledge on things to avoid and implement when negotiating with various cultures:** Learn about the do's and don'ts when negotiating with various cultures. Structure the negotiation strategies according to the region or country.
- 4. Recognize how businesses are influenced by culture :** Learn about the do's and don'ts when negotiating with various cultures. Structure the negotiation strategies according to the region or country.



Junior Procurement Management Course

About the Course

In this comprehensive program designed specifically for junior procurement managers, you will learn to understand all the basics that are needed to be successful in your role as Junior Procurement Manager.

Study Objectives

- 1. Analyze and evaluate the key responsibilities of a Junior Procurement Manager :** Acquire the necessary skills to analyze and evaluate various elements of the role of Junior Procurement Manager such as sourcing, negotiating, financial analysis, contract management, and market research
- 2. Understand the ideal procurement process and apply best practices at each stage :** Develop a comprehensive understanding of the ideal procurement process and what to do in the different steps
- 3. Master negotiation strategies and tactics to achieve stronger outcomes:** Learn effective negotiation strategies and tactics to optimize negotiation preparation and secure advantageous deals
- 4. Create, implement, and manage procurement contracts effectively**
- 5. Manage supplier relationships using KPIs, risk controls, and collaborative practices :** How to manage supplier relationships, including establishing key performance indicators, managing risks, and fostering collaboration for sustainable procurement outcomes.



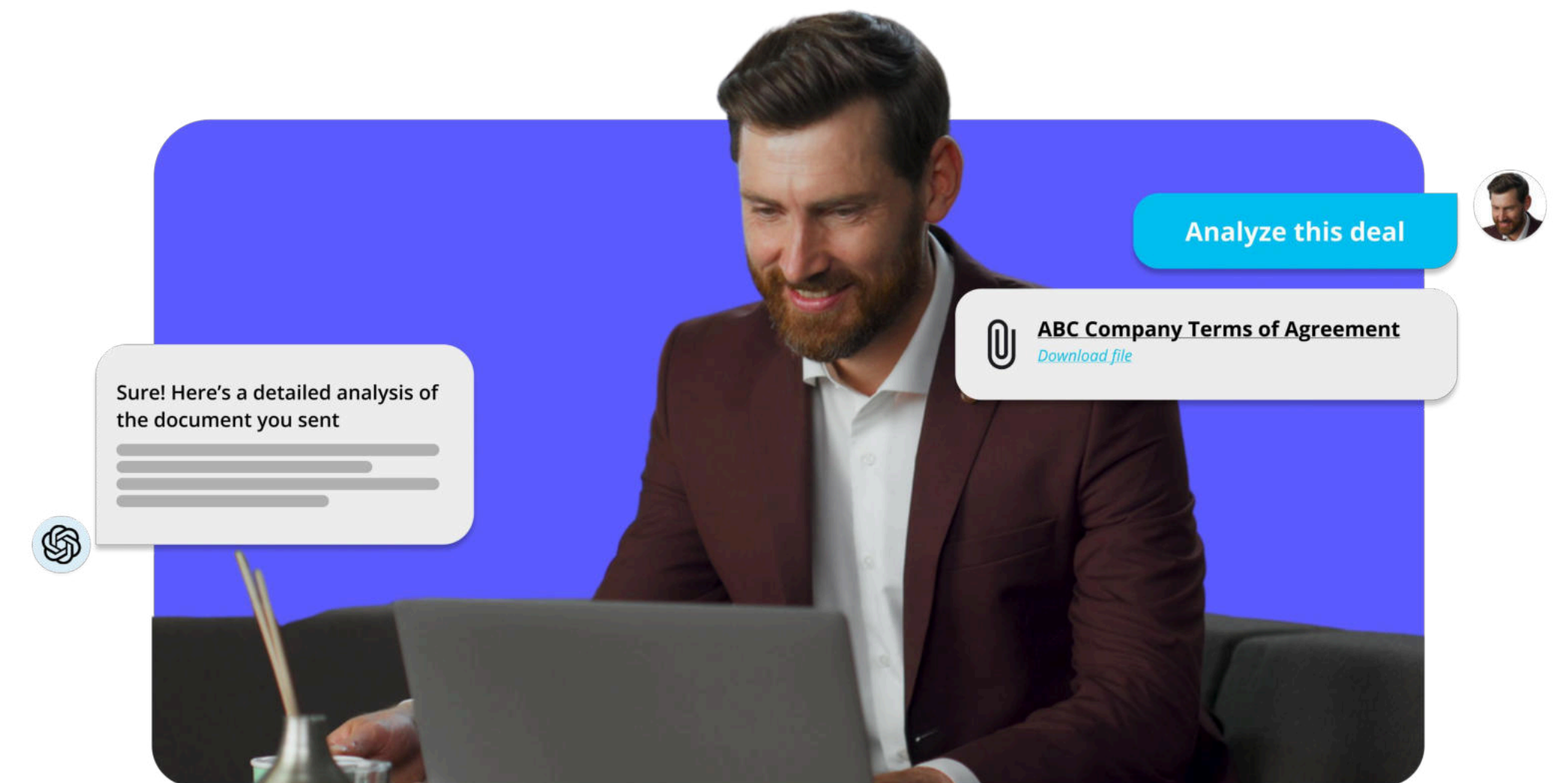
AI Implementation for Procurement Leaders

About the Course

This course is designed for procurement leaders who want to lead AI adoption within their teams, but do not know where to start or how to do it safely. This course is not about using tools like ChatGPT or writing prompts; it is about leading the change, creating clear AI policies, building a practical AI implementation roadmap, and helping your team embrace AI without risking sensitive data or running into security issues.

Study Objectives

- 1. Understand the barriers preventing technological transitions and apply strategies to overcome these:** Recognize obstacles to tech adoption and implement strategies to address resistance, skill gaps, and integration issues
- 2. Create and plan your AI adoption strategy:** Create a clear AI adoption plan by assessing readiness, setting goals, metrics and aligning AI initiatives with business objectives.
- 3. Plan, create and communicate your internal AI policy:** Establish and share an AI policy that covers ethics, data privacy, and security within your organization.
- 4. Measure AI's impact on your workflows:** Track AI's effectiveness by measuring KPIs like efficiency, cost savings, and decision-making improvements.



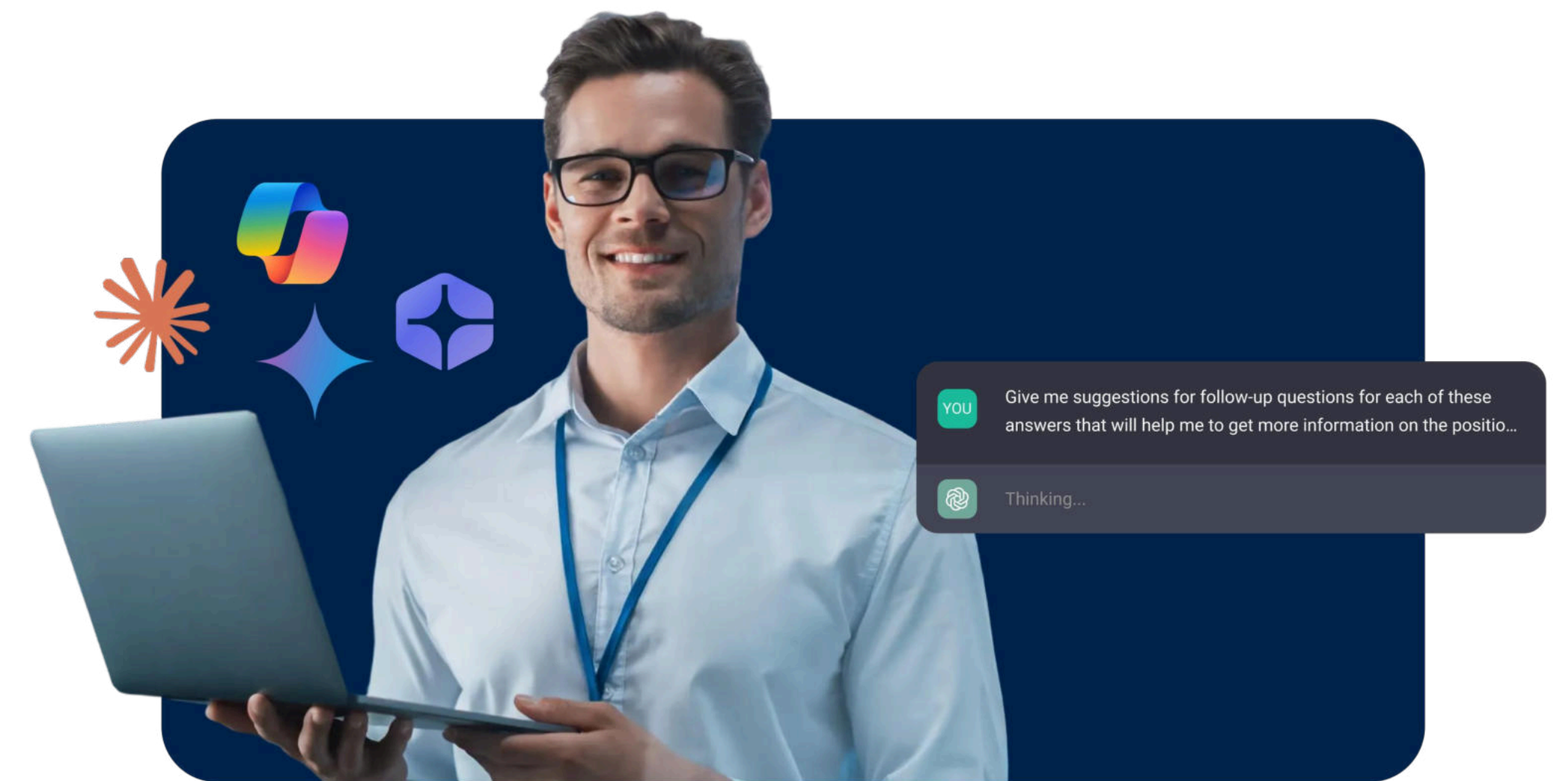
Artificial Intelligence in Procurement Course

About the Course

AI is everywhere, but using it in procurement? That is a different game. This course shows you how to use AI tools like ChatGPT in a way that actually works. Not just theory, but hands-on strategies you can use for writing RFQs, preparing negotiations, analyzing supplier data, and more.

Study Objectives

- 1. Understand the basics of using AI in procurement:** You will learn how Generative AI works, what happens with your data, where AI can be used in procurement processes, and what its main benefits, limits, and risks are.
- 2. Write effective prompts:** We will guide you step by step through our prompt engineering template so you can learn how to create prompts that get the best results from AI tools
- 3. Apply AI to real procurement tasks:** Through on-screen recordings and practical examples, you will see how to use AI to save time and automate tasks like market research, writing RFIs/RFQs, preparing for negotiations, and more
- 4. Discover the best tools for different tasks:** You will explore commonly used AI tools that help with analyzing data, creating content, making visuals, and building



Procurement Automation with AI Agent Course

About the Course

This course is designed for procurement professionals who want to move from basic AI awareness to hands-on automation that delivers measurable impact. It goes beyond theory or prompt writing to focus on building and deploying AI agents that streamline real procurement workflows safely and effectively.

Study Objectives

- 1. Understand what AI agents are and how they transform procurement work:** Gain a clear understanding of how AI agents differ from traditional automation and language models. Learn how they observe, plan, and act to manage tasks such as supplier onboarding, reporting, and contract tracking, allowing you to focus on higher-value work.
- 2. Identify automation opportunities in your daily workflows:** Use a simple framework to find tasks that can be automated through AI agents. You will learn to evaluate your routines and recognize which processes can be handled efficiently and safely by intelligent automation.
- 3. Build, test, and refine your own AI agent step by step:** Follow a guided process to create your personal Morning Brief Agent that summarizes emails, prioritizes tasks, and automates simple actions. Develop the confidence to maintain, improve, and expand your agent-based workflows.
- 4. Recognize and manage the ethical and data risks of intelligent automation:** Understand how to prevent bias, maintain human oversight, and ensure fairness and transparency when using AI agents in procurement. Learn to apply responsible automation practices that build trust and deliver consistent results.



Category Management Course

About the Course

Category Management turns procurement into a strategic value driver. In a fast-changing market, managing risks effectively is essential. This course equips you with the skills to identify, assess, mitigate, and monitor procurement risks using a category management approach.

Study Objectives

1. Understanding Category Management Fundamentals:

Gain a deep comprehension of the core principles and concepts of category management, including its strategic importance in procurement and its impact on supply chain optimization.

2. Learn how to use important category management

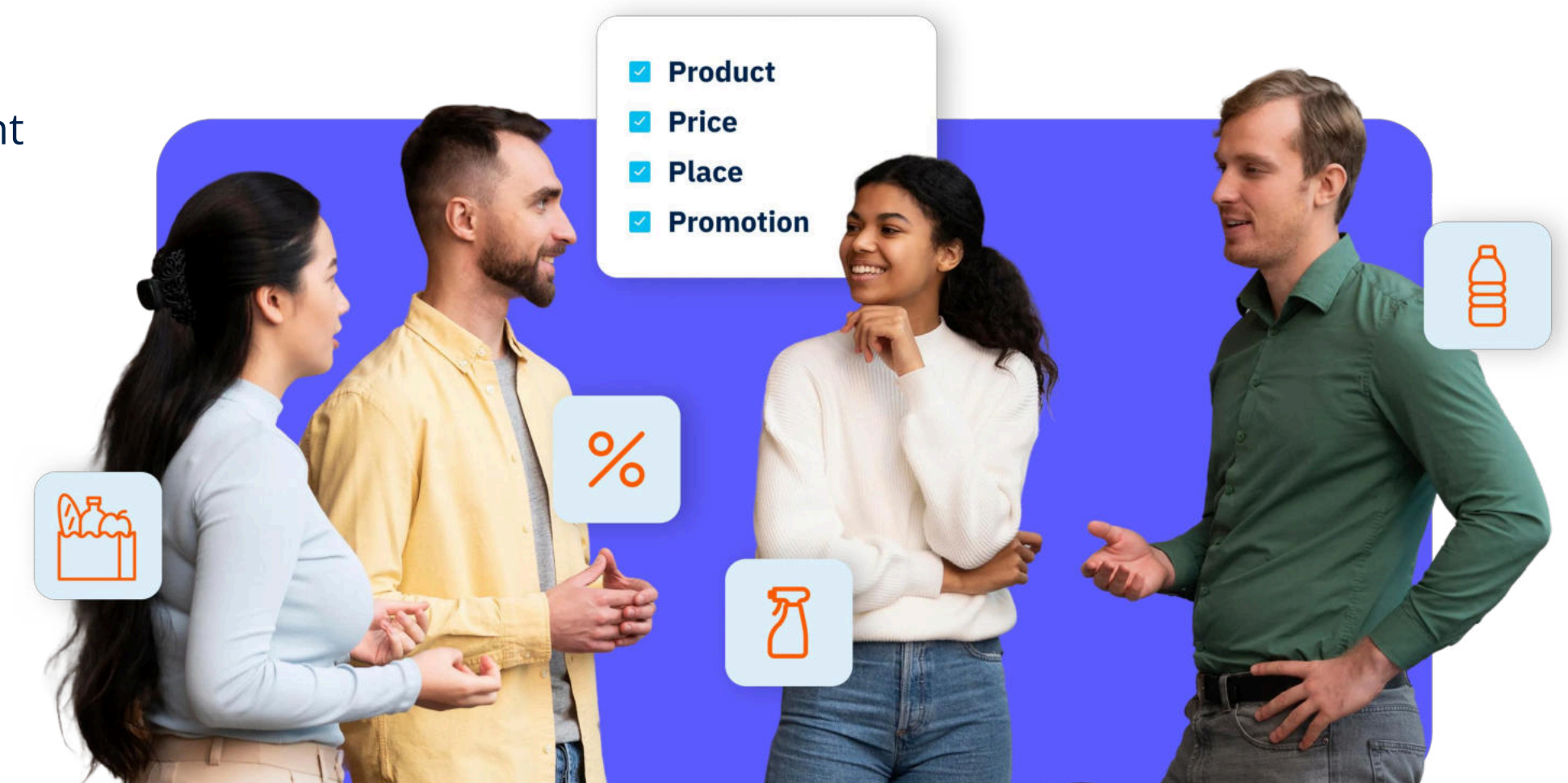
skills: Explore how category management can enhance supplier relationships by aligning procurement goals with supplier capabilities. Learn to collaborate with suppliers for mutual benefit and long-term success.

3. Create and implement your Category Management

Strategy: Develop practical skills and strategies for drafting and implementing your personal Procurement category management strategy with a step-by-step guide and actionable templates. Create and implement your Category Management Strategy. Develop practical skills and strategies for drafting and implementing your personal Procurement category management strategy with a step-by-step guide and actionable templates.

4. Implement Category Management Tactics:

Discover which category management tactics drive value creation and operational efficiency. Learn to identify cost-saving opportunities, improve procurement processes, and maximize ROI through effective category management strategies.



Annual Procurement Strategy Course

About the Course

This course guides you through a proven 5-step plan for building an effective procurement strategy. You'll start by aligning with your company's overall strategy, then conduct internal and external analyses. With that foundation, you'll learn how to use procurement plotting to shape a clear, actionable strategy.

Study Objectives

- 1. Identify the steps involved in creating a procurement plan & diagnose the current state of your procurement strategy:** Gain an understanding of what a procurement plan is and what it aims to achieve. Understand how you can diagnose your organization's current procurement strategy by looking at the business strategy and requirements of the internal and external stakeholders.
- 2. Conduct supplier plotting:** Grasp the keys to plotting a supplier and forming an action based on the plotting.
- 3. Conduct the analysis of factors influencing the internal and external environments of your business:** Learn about the external and internal influences of the total procurement plan. You will learn how to identify all the important variables
- 4. Develop an action plan for your procurement strategy:** Learn how to create the final and very important step in every procurement plan: the action plan



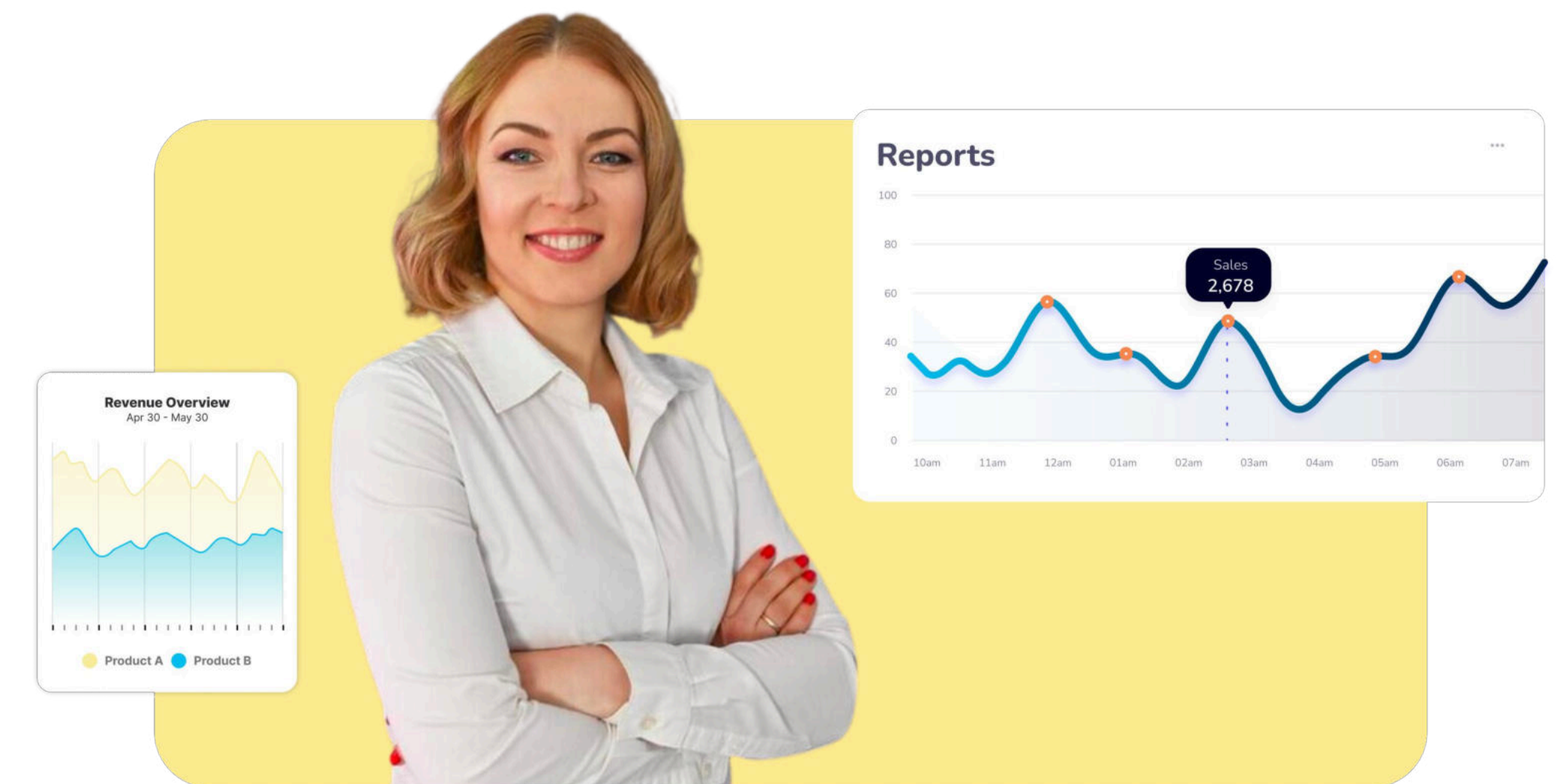
Risk Management Course

About the Course

In this course, you'll learn how to manage procurement risks effectively. You'll explore Procurement's role in the risk cycle, the key risks professionals face, and how to identify and measure them. You'll then dive into practical risk management strategies across financial, operational, ESG, and legal areas.

Study Objectives

- 1. 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.
- 2. 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.
- 3. 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.
- 4. 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.



Supplier Relationship Management Course

About the 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

Study Objectives

- 1. 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
- 2. 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
- 3. 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
- 4. 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.



Internal Stakeholder Management Course

About the Course

This course helps procurement professionals master internal stakeholder management. You'll learn what ISM is, why it matters, and the principles behind strong collaboration. We'll introduce the Stakeholder Management Cycle and address common challenges in stakeholder engagement.

Study Objectives

- 1. Understand the role of internal stakeholders in procurement:** Learn the difference between internal and external stakeholders and why internal collaboration is essential to modern procurement.
- 2. Apply the Stakeholder Management Cycle:** Master a practical four-step process to manage stakeholders throughout your procurement projects
- 3. Segment and map stakeholders:** Use tools like stakeholder segmentation, communication profiling, and stakeholder mapping to plan your engagement strategies.
- 4. Assess stakeholder influence and risks:** Prioritize stakeholders using the Power/Interest Grid and assess risks related to misalignment or resistance.
- 5. Engage effectively with stakeholders:** Use interviews, surveys, RACI, and meeting governance structures to drive alignment and performance
- 6. Develop your communication and soft skills:** Practice active listening, giving/receiving feedback, and resolving conflicts using emotional intelligence



Gen Z & Generational Management Course

About the Course

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.

Study Objectives

- 1. 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
- 2. 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.
- 3. Apply strategies to create effective multi-generational teams:** Learn step-by-step strategies to foster collaboration, mutual understanding and productivity across generational groups, ensuring each team member's strengths are maximized.
- 4. 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.



Strategic Procurement Leadership Course

About the Course

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.

Study Objectives

- 1. 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.
- 2. 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.
- 3. 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.
- 4. 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.



Sustainable Procurement Course

About the Course

Sustainability is becoming increasingly mainstream. Every business must transition to sustainable procurement. And even more importantly, every business needs to earn its social license from consumers to operate! Our certificate program is designed to help procurement managers in transitioning their portfolio and business toward sustainability.

Study Objectives

- 1. Identify the influence and benefits that sustainable procurement practices have on companies:** You'll learn about the pillars and drivers of sustainability, and how businesses can benefit from a sustainable procurement strategy.
- 2. Identify the 7 core subjects of sustainable procurement and how to apply them:** You'll be able to identify the core subjects that are usually addressed when crafting sustainable procurement policies and strategies. We will discuss human rights, labor practices, community involvement, as well as shifting towards sustainability while maintaining high profitability,
- 3. Inspect the state of your current procurement sustainability policies & conduct market research to compare suppliers and products:** You'll learn how to analyze the current state of your policy, as well as how to use the insights from market research to choose products and supplies based on sustainability standards. We'll explore supplier selection and mapping sustainable issues.
- 4. Create and implement your own sustainable procurement strategy:** By using the knowledge from this course, you will be able to create your own sustainable procurement strategy. A step by step guide will be provided on how to do this.



A strategic investment

in your personal development

Prepare your skill set for the future of Procurement

Technology is disrupting everything around us, including the way we practice Procurement. This can be challenging but also provides rich opportunities for those who are able to use these changes to their advantage.

Here are some of the reasons why you should invest in learning/education in procurement.

87% of organizations will have a Procurement skill gap in the next few years.

81% of the surveyed professionals believe job opportunities bloom through procurement performance efficiency.

95% significance level in developing relevant procurement skills for Direct and Indirect Procurement.

Why your employer will care

A study conducted by Accenture found that for every dollar invested in training, companies received \$4.53 in return.

That's a 353% ROI!

Proven online learning

Practical. Comprehensive. Game changing.



Jeff Lentsch

*Strategic Sourcing & Transformational Indirect
Procurement Leader*

Procurement Tactics helped my Sourcing team to construct a sharp 2023 Procurement Strategy to counter the current challenges. I am very happy with the results and am confident my team will deliver better results after the help of Procurement Tactics!



Kees Rusius

*SVP Commerce / Executive Committee Member-
AB Vassilopoulos*

I recently completed the online course offered by Procurement Tactics, and it was an excellent learning experience. The course was comprehensive, and the material was presented in an easy-to-understand format. I now feel more confident in my ability to excel in my procurement career



Rob Gregory, CSCP, MBOE

Executive Director at Kyowa Kirin

Having engaged with this program, I was truly impressed by the level of detail and thoughtfulness that has gone into its design. The comprehensive modules presented in the course structure provided a wealth of information, delivered in an accessible, user-friendly format.



Get a sneak peek

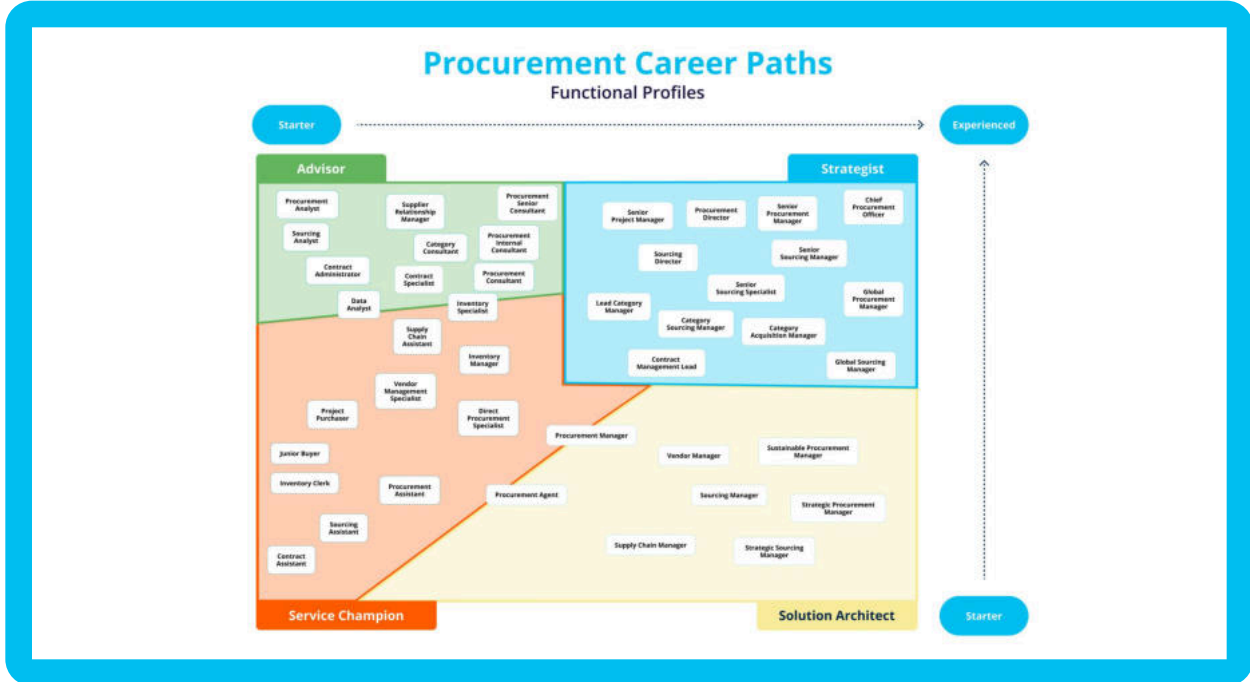
of lessons and course materials



Engaging Video Lessons

Learn at your own pace with bite-sized, pre-recorded lessons by leading Procurement experts

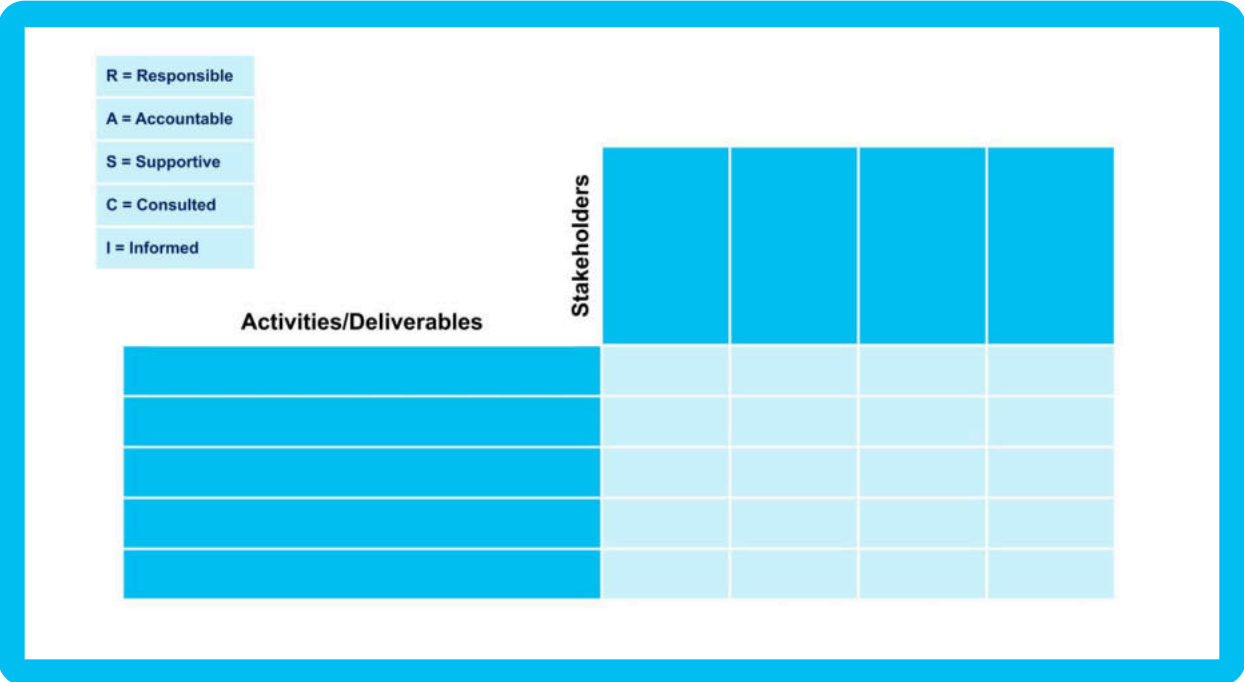
[Watch Preview Lessons](#)



Interactive Career Path

Craft your own journey and see what your career path will look like

[Craft Your Own Path](#)



Practical Guides & Templates

Save time and effort with a library of grab-and-go templates, guides, checklists, and more.

[Tour the Library](#)

Grow your skill set

Enroll today

- ✓ Go to <https://procurementtactics.com>
- ✓ Select your program and click the Enroll button
- ✓ Fill out your (company) billing address and payment details
- ✓ Create your student account
- ✓ Happy learning!



Customers give us an average rating of 9.7 out of 10.

At Procurement Tactics, we educate Procurement Professionals to close better deals, secure supply and advance their career. The team of Procurement Tactics has over 20 years of experience in procurement & negotiations and trains procurement teams from small and large companies from all over the world.