



PURCHASING, LOGISTICS AND SUPPLY CHAIN

Strategic Sourcing and Cost Reduction in Purchasing

3 day course

Classroom, online or in-house

Course overview

Purchasing is asked to defend margin against currency movement and import cost inflation without damaging quality or continuity, and the usual response is to squeeze the supplier, which buys one year and costs the next. This course covers the alternatives. Delegates work through spend analysis and finding the categories where money is actually recoverable, cost drivers and the difference between a price increase you must accept and one you should not. Specification and demand challenge follow, since the cheapest saving is not buying something. Consolidation, standardisation and volume leverage are covered. Currency and import cost management including hedging basics, incoterms and landed cost are addressed. Supplier collaboration on cost is treated as a genuine alternative to squeezing. The course closes on tracking savings to the accounts and on protecting continuity while cutting cost.

What you will learn

- Analyse spend to find where money is genuinely recoverable
- Separate a justified price increase from one to resist
- Challenge specification and demand before sourcing
- Use consolidation, standardisation and volume leverage
- Manage currency and import cost through terms and landed cost
- Reduce cost with a supplier rather than at their expense
- Track savings to the accounts and protect continuity of supply

Who should attend

- Purchasing and procurement managers
- Category managers and buyers
- Cost and value engineers
- Finance business partners supporting procurement
- Supply chain managers with sourcing responsibility

Course outline

- 01 Squeezing buys a year and costs the next
- 02 Spend analysis and recoverable categories
- 03 Cost drivers and justified increases
- 04 Specification and demand challenge
- 05 Consolidation and standardisation
- 06 Volume leverage
- 07 Currency, incoterms and landed cost
- 08 Collaborative cost reduction and tracking savings

Upcoming dates

Dates	Venue	Format	Fee per delegate
14 to 16 October 2026	Online	Online	R6,500
25 to 27 November 2026	Lusaka, Zambia	Classroom	USD 995
16 to 18 December 2026	Pretoria, South Africa	Classroom	R14,950
15 to 17 February 2027	Harare, Zimbabwe	Classroom	USD 995



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriscience.co.za | Pretoria, Gauteng, South Africa