



PROFESSIONAL DEVELOPMENT FOR WOMEN

Women in Supply Chain and Procurement Leadership

3 day course

Classroom, online or in-house

Course overview

Procurement and supply chain roles carry unusual exposure: a buyer sits between suppliers who want a decision, internal customers who want it faster, and an audit trail that must justify whatever was chosen. This programme builds the standing to hold that position. Delegates work through commercial authority and being taken seriously in a negotiation where the counterpart directs their answers to a male colleague. Supplier relationships are covered, including site visits, factory audits and travel that can carry its own difficulties. Resisting pressure to bend a process is addressed directly, along with the protection a documented decision provides. Progressing from transactional buying into category, sourcing and head of function roles is mapped. Commercial numeracy expected at senior level is covered. Managing a buying team follows. The programme closes on professional qualification, on sector networks and on the reputation that makes the next role available.

What you will learn

- Establish commercial authority in a negotiation
- Redirect a counterpart who addresses your colleague instead of you
- Manage supplier relationships including site visits and travel
- Resist pressure to bend a process and document decisions properly
- Map progression from transactional buying to head of function
- Demonstrate the commercial numeracy expected at senior level
- Lead a buying team and build a reputation that opens the next role

Who should attend

- Women in buying, sourcing and category management roles
- Supply chain and logistics professionals
- Contracts and tender officers
- Warehouse and inventory managers
- Procurement staff preparing for a leadership appointment

Course outline

- 01 Between suppliers, users and the audit trail
- 02 Commercial authority in negotiation
- 03 When answers go to your colleague
- 04 Supplier relationships, site visits and travel
- 05 Pressure to bend a process
- 06 Documented decisions as protection
- 07 From transactional buying to category leadership
- 08 Commercial numeracy, team leadership and reputation

Upcoming dates



Dates	Venue	Format	Fee per delegate
5 to 7 October 2026	Pretoria, South Africa	Classroom	R14,950
2 to 4 November 2026	Johannesburg, South Africa	Classroom	R14,950
7 to 9 December 2026	Port Louis, Mauritius	Classroom	USD 995
6 to 8 January 2027	Online	Online	R6,500

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**.

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