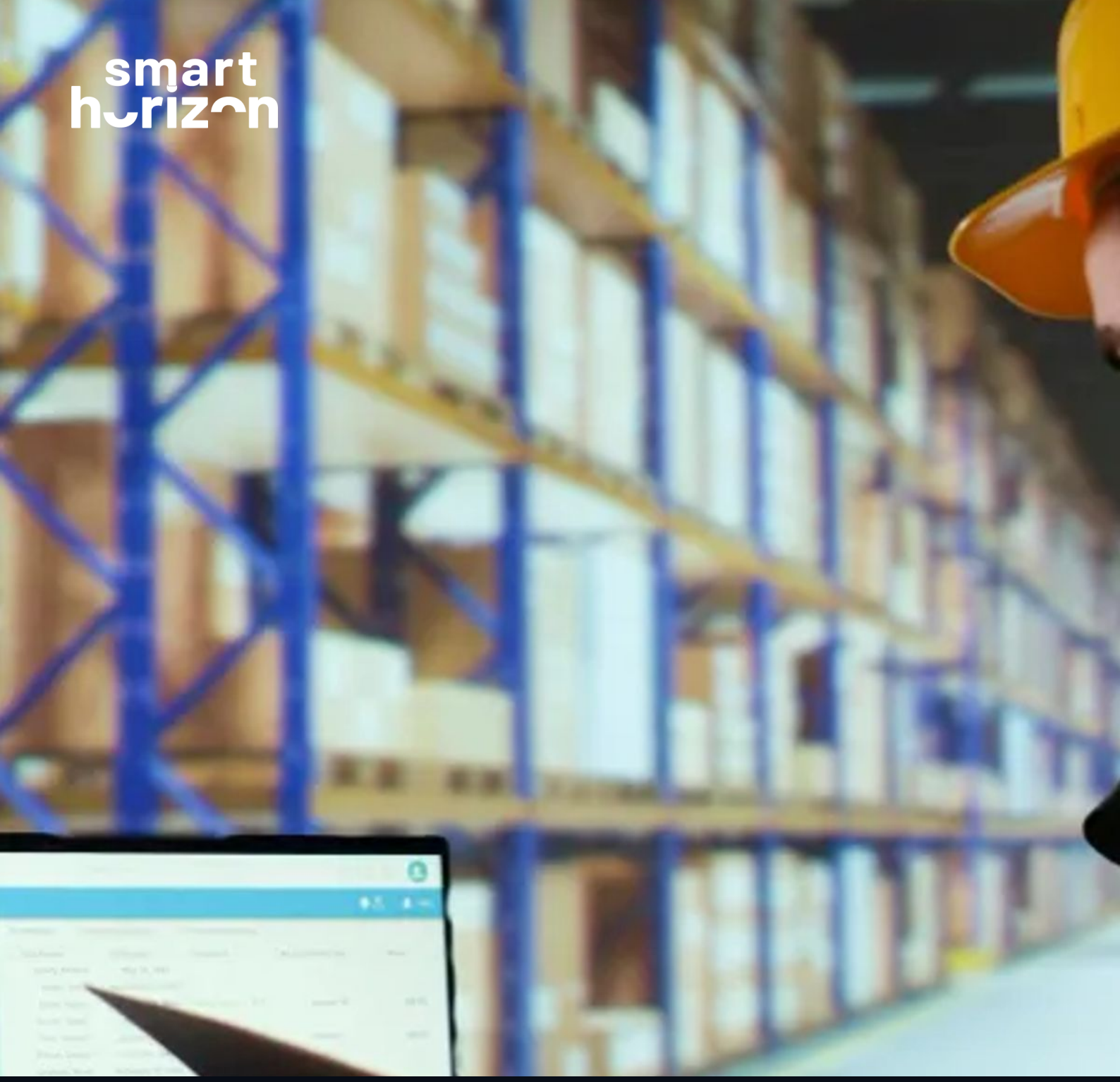


OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

# Strategic Procurement and Supply Management in the Oil and Gas Industry

5 days | Classroom training | English

**SMART HORIZON**

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Amsterdam
The Netherlands

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# Course content

## Why attend

This course provides a comprehensive examination of strategic procurement and supply management specifically tailored for the oil and gas industry. Participants will develop skills to optimise procurement processes, manage supplier relationships, and enhance supply chain efficiency within this complex sector.

Procurement professionals in the oil and gas industry face unique challenges such as fluctuating commodity prices, regulatory compliance, and geopolitical risks that can significantly impact project outcomes and operational costs. Understanding how to strategically manage procurement processes is critical for ensuring cost efficiency and operational continuity. This course addresses these challenges by equipping participants with the tools to navigate sourcing complexities, negotiate effectively with suppliers, and implement robust contract management practices. By enhancing these capabilities, attendees can contribute to their organisation's competitive advantage in a volatile market while ensuring compliance with industry regulations and standards.
Participants will engage in practical exercises that simulate real-world procurement scenarios, enabling them to develop strategic sourcing plans, evaluate supplier performance, and implement risk management strategies. They will also learn to communicate effectively with stakeholders to align procurement strategies with broader business objectives, ensuring that procurement decisions support overall operational goals. By practising these skills, attendees will be better prepared to make informed decisions that enhance supply chain resilience and drive organisational success. The course emphasises the importance of collaboration across departments, ensuring that procurement strategies are integrated with project management and operational planning.

## Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

## Course methodology

The course employs a blend of case studies, group discussions, and practical workshops to facilitate learning. Participants will analyse procurement strategies through real-life scenarios, engage in role-playing exercises to negotiate with suppliers, and use analytical tools to assess supplier performance. Outputs will include strategic sourcing plans, supplier evaluation reports, and risk management frameworks, providing tangible evidence of learning and application. This hands-on approach ensures that participants can directly apply their knowledge to their roles, enhancing their capability to manage procurement processes effectively within the oil and gas sector. The integration of collaborative exercises also fosters peer learning and knowledge sharing.



# Course content

## Course objectives

By the end of this course, participants will be able to:
• Analyse procurement strategies specific to the oil and gas industry to identify best practices.
• Evaluate supplier performance using key performance indicators (KPIs) relevant to oil and gas.
• Design a strategic sourcing plan that addresses industry-specific challenges and opportunities.
• Assess risks in the supply chain and develop effective mitigation strategies for procurement.
• Construct a supplier relationship management framework tailored to the complexities of oil and gas.
• Justify procurement decisions based on comprehensive market analysis and supplier capabilities.
• Implement stakeholder engagement strategies in procurement processes to ensure alignment with business goals.

## Target audience

This course is suitable for:
• Procurement Managers in Oil and Gas
• Supply Chain Analysts
• Contract Managers
• Operations Managers
• Business Development Executives

## Target competencies

Participants will develop competencies in:
• Strategic sourcing and procurement planning
• Supplier performance management and evaluation
• Risk assessment and mitigation in procurement
• Negotiation and contract management skills
• Supply chain optimisation techniques
• Stakeholder engagement and communication strategies

## Course outline

### Day 1: Understanding the Oil and Gas Supply Chain

Applied activity: Participants will analyse a case study of a recent oil and gas project, identifying procurement challenges and opportunities for improvement. They will discuss how these challenges could be addressed through strategic procurement practices and stakeholder collaboration.
Output: A report summarising key challenges, proposed procurement strategies, and stakeholder engagement recommendations.



# Course content

| | |
|---|---|
| 09:00–09:54 | Overview of the oil and gas supply chain and its complexities, including upstream and downstream processes |
| 09:54–10:48 | Key procurement challenges in the industry, including price volatility and supply disruptions |
| 10:48–11:00 | Role of procurement in ensuring project success, compliance, and sustainability |
| 11:00–11:30 | **Coffee break** |
| 11:30–12:12 | Role of procurement in ensuring project success, compliance, and sustainability (continued) |
| 12:12–13:06 | Regulatory and compliance considerations affecting procurement practices in oil and gas |
| 13:06–14:00 | Market dynamics and their impact on procurement strategies and supplier selection |

## Day 2: Strategic Sourcing in Oil and Gas

Applied activity: Participants will work in groups to develop a strategic sourcing plan for a fictional oil and gas project, considering market conditions, supplier capabilities, and risk factors. They will present their plans to the class for feedback and discussion.
Output: A comprehensive strategic sourcing plan document that includes supplier selection criteria and risk management considerations.

| | |
|---|---|
| 09:00–09:54 | Defining strategic sourcing in the context of oil and gas operations and project requirements |
| 09:54–10:48 | Steps in the strategic sourcing process tailored to the industry, including supplier identification and evaluation |
| 10:48–11:00 | Tools for market analysis and supplier selection specific to oil and gas procurement |
| 11:00–11:30 | **Coffee break** |
| 11:30–12:12 | Tools for market analysis and supplier selection specific to oil and gas procurement (continued) |
| 12:12–13:06 | Developing sourcing strategies for complex projects, including cost analysis and risk assessment |
| 13:06–14:00 | Aligning sourcing strategies with business objectives and stakeholder needs to ensure project alignment |

## Day 3: Supplier Performance Management

Applied activity: Participants will create a supplier scorecard for a selected supplier, incorporating KPIs relevant to the oil and gas sector. They will discuss how to use this scorecard to drive supplier performance improvements and manage expectations.
Output: A completed supplier scorecard template that outlines performance metrics and improvement strategies.



# Course content

| | |
|---|---|
| 09:00–09:54 | Establishing key performance indicators (KPIs) relevant to oil and gas suppliers, focusing on quality and delivery |
| 09:54–10:48 | Methods for evaluating supplier performance and compliance with contractual obligations |
| 10:48–11:00 | Creating supplier scorecards to track performance metrics and improvement areas |
| 11:00–11:30 | **Coffee break** |
| 11:30–12:12 | Creating supplier scorecards to track performance metrics and improvement areas (continued) |
| 12:12–13:06 | Continuous improvement processes for supplier management, including feedback loops and audits |
| 13:06–14:00 | Building effective supplier relationships and communication channels to foster collaboration |

## Day 4: Risk Management in Procurement

Applied activity: Participants will conduct a risk assessment for a procurement scenario in the oil and gas industry, identifying potential risks and proposing mitigation strategies. They will present their findings to the group for discussion and refinement.
Output: A risk assessment report with identified risks, mitigation plans, and recommendations for ongoing monitoring.

| | |
|---|---|
| 09:00–09:54 | Identifying risks in the oil and gas supply chain and procurement processes, including geopolitical and environmental factors |
| 09:54–10:48 | Risk assessment frameworks and tools for the industry, focusing on qualitative and quantitative analysis |
| 10:48–11:00 | Developing risk mitigation strategies for procurement decisions, including contingency planning |
| 11:00–11:30 | **Coffee break** |
| 11:30–12:12 | Developing risk mitigation strategies for procurement decisions, including contingency planning (continued) |
| 12:12–13:06 | Case studies of procurement failures in oil and gas and lessons learned for future practices |
| 13:06–14:00 | Integrating risk management into the procurement process to enhance decision-making |



# Course content

## Day 5: Integrated Procurement Strategy Development

Applied activity: Participants will collaborate to create an integrated procurement strategy for a comprehensive oil and gas project, incorporating all elements learned throughout the course. They will present their strategy to the class for peer review and feedback.
Output: An integrated procurement strategy document that outlines sourcing, performance metrics, risk management, and stakeholder engagement.

| | |
|---|---|
| **09:00–09:54** | Combining sourcing, performance, and risk management into a cohesive procurement strategy |
| **09:54–10:48** | Stakeholder engagement in procurement decisions and strategy implementation to ensure buy-in |
| **10:48–11:00** | Implementing procurement strategies across the supply chain effectively, considering logistics and operations |
| **11:00–11:30** | **Coffee break** |
| **11:30–12:12** | Implementing procurement strategies across the supply chain effectively, considering logistics and operations (continued) |
| **12:12–13:06** | Measuring success and impact of procurement strategies on business outcomes and project delivery |
| **13:06–14:00** | Future trends in oil and gas procurement and supply management, including digital transformation and sustainability |

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.

## Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Rome<br>Confirmed dates | 9 Nov 2026 | 13 Nov 2026 | **€2,450.-** |
| Online<br>Confirmed dates | 9 Nov 2026 | 13 Nov 2026 | **€1,250.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Singapore<br>Confirmed dates | 16 Nov 2026 | 20 Nov 2026 | **€2,820.-** |
| Online<br>Confirmed dates | 16 Nov 2026 | 20 Nov 2026 | **€1,250.-** |
| London<br>Confirmed dates | 7 Dec 2026 | 11 Dec 2026 | **€2,450.-** |
| Online<br>Confirmed dates | 7 Dec 2026 | 11 Dec 2026 | **€1,250.-** |
| Dubai<br>Confirmed dates | 14 Dec 2026 | 18 Dec 2026 | **€3,150.-** |
| Online<br>Confirmed dates | 14 Dec 2026 | 18 Dec 2026 | **€1,250.-** |
| Frankfurt<br>Confirmed dates | 4 Jan 2027 | 8 Jan 2027 | **€2,650.-** |
| Online<br>Confirmed dates | 4 Jan 2027 | 8 Jan 2027 | **€1,250.-** |
| Kuala Lumpur<br>Confirmed dates | 18 Jan 2027 | 22 Jan 2027 | **€1,450.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Online<br>Confirmed dates | 18 Jan 2027 | 22 Jan 2027 | **€1,250.–** |
| Cape Town<br>Confirmed dates | 25 Jan 2027 | 29 Jan 2027 | **€1,890.–** |
| Online<br>Confirmed dates | 25 Jan 2027 | 29 Jan 2027 | **€1,250.–** |
| Paris<br>Confirmed dates | 1 Feb 2027 | 5 Feb 2027 | **€2,860.–** |
| Online<br>Confirmed dates | 1 Feb 2027 | 5 Feb 2027 | **€1,250.–** |
| Istanbul<br>Confirmed dates | 15 Feb 2027 | 19 Feb 2027 | **€2,650.–** |
| Online<br>Confirmed dates | 15 Feb 2027 | 19 Feb 2027 | **€1,250.–** |
| Amsterdam<br>Confirmed dates | 1 Mar 2027 | 5 Mar 2027 | **€2,540.–** |
| Online<br>Confirmed dates | 1 Mar 2027 | 5 Mar 2027 | **€1,250.–** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Singapore<br>Confirmed dates | 15 Mar 2027 | 19 Mar 2027 | **€2,820.–** |
| Online<br>Confirmed dates | 15 Mar 2027 | 19 Mar 2027 | **€1,250.–** |
| Cape Town<br>Confirmed dates | 29 Mar 2027 | 2 Apr 2027 | **€1,890.–** |
| Online<br>Confirmed dates | 29 Mar 2027 | 2 Apr 2027 | **€1,250.–** |
| London<br>Confirmed dates | 5 Apr 2027 | 9 Apr 2027 | **€2,450.–** |
| Online<br>Confirmed dates | 5 Apr 2027 | 9 Apr 2027 | **€1,250.–** |
| Dubai<br>Confirmed dates | 19 Apr 2027 | 23 Apr 2027 | **€3,150.–** |
| Online<br>Confirmed dates | 19 Apr 2027 | 23 Apr 2027 | **€1,250.–** |
| Frankfurt<br>Confirmed dates | 3 May 2027 | 7 May 2027 | **€2,650.–** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Online<br>Confirmed dates | 3 May 2027 | 7 May 2027 | **€1,250.-** |
| Kuala Lumpur<br>Confirmed dates | 17 May 2027 | 21 May 2027 | **€1,450.-** |
| Online<br>Confirmed dates | 17 May 2027 | 21 May 2027 | **€1,250.-** |
| Rome<br>Confirmed dates | 31 May 2027 | 4 Jun 2027 | **€2,450.-** |
| Online<br>Confirmed dates | 31 May 2027 | 4 Jun 2027 | **€1,250.-** |
| Paris<br>Confirmed dates | 7 Jun 2027 | 11 Jun 2027 | **€2,860.-** |
| Online<br>Confirmed dates | 7 Jun 2027 | 11 Jun 2027 | **€1,250.-** |
| Istanbul<br>Confirmed dates | 21 Jun 2027 | 25 Jun 2027 | **€2,650.-** |
| Online<br>Confirmed dates | 21 Jun 2027 | 25 Jun 2027 | **€1,250.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Amsterdam<br>Confirmed dates | 5 Jul 2027 | 9 Jul 2027 | **€2,540.-** |
| Online<br>Confirmed dates | 5 Jul 2027 | 9 Jul 2027 | **€1,250.-** |
| Singapore<br>Confirmed dates | 19 Jul 2027 | 23 Jul 2027 | **€2,820.-** |
| Online<br>Confirmed dates | 19 Jul 2027 | 23 Jul 2027 | **€1,250.-** |
| London<br>Confirmed dates | 2 Aug 2027 | 6 Aug 2027 | **€2,450.-** |
| Online<br>Confirmed dates | 2 Aug 2027 | 6 Aug 2027 | **€1,250.-** |
| Barcelona<br>Confirmed dates | 9 Aug 2027 | 13 Aug 2027 | **€2,840.-** |
| Online<br>Confirmed dates | 9 Aug 2027 | 13 Aug 2027 | **€1,250.-** |
| Dubai<br>Confirmed dates | 16 Aug 2027 | 20 Aug 2027 | **€3,150.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Online<br>Confirmed dates | 16 Aug 2027 | 20 Aug 2027 | **€1,250.-** |
| Frankfurt<br>Confirmed dates | 6 Sept 2027 | 10 Sept 2027 | **€2,650.-** |
| Online<br>Confirmed dates | 6 Sept 2027 | 10 Sept 2027 | **€1,250.-** |
| Kuala Lumpur<br>Confirmed dates | 20 Sept 2027 | 24 Sept 2027 | **€1,450.-** |
| Online<br>Confirmed dates | 20 Sept 2027 | 24 Sept 2027 | **€1,250.-** |
| Paris<br>Confirmed dates | 4 Oct 2027 | 8 Oct 2027 | **€2,860.-** |
| Online<br>Confirmed dates | 4 Oct 2027 | 8 Oct 2027 | **€1,250.-** |
| Vienna<br>Confirmed dates | 11 Oct 2027 | 15 Oct 2027 | **€2,940.-** |
| Online<br>Confirmed dates | 11 Oct 2027 | 15 Oct 2027 | **€1,250.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Istanbul<br>Confirmed dates | 18 Oct 2027 | 22 Oct 2027 | **€2,650.-** |
| Online<br>Confirmed dates | 18 Oct 2027 | 22 Oct 2027 | **€1,250.-** |
| Amsterdam<br>Confirmed dates | 1 Nov 2027 | 5 Nov 2027 | **€2,540.-** |
| Online<br>Confirmed dates | 1 Nov 2027 | 5 Nov 2027 | **€1,250.-** |
| Singapore<br>Confirmed dates | 15 Nov 2027 | 19 Nov 2027 | **€2,820.-** |
| Online<br>Confirmed dates | 15 Nov 2027 | 19 Nov 2027 | **€1,250.-** |
| London<br>Confirmed dates | 6 Dec 2027 | 10 Dec 2027 | **€2,450.-** |
| Online<br>Confirmed dates | 6 Dec 2027 | 10 Dec 2027 | **€1,250.-** |
| Dubai<br>Confirmed dates | 13 Dec 2027 | 17 Dec 2027 | **€3,150.-** |



# Course content

## Dates, venues and fees (continued)

| Venue | Start date | End date | Fee (EUR) |
|---|---|---|---|
| Online<br>Confirmed dates | 13 Dec 2027 | 17 Dec 2027 | **€1,250.-** |

## Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

## Contact Smart Horizon

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View the latest course details online