

# Strategic Sourcing Workshop

**Course Number:** 1090

**Length:** 3 Days

**Primary Delivery Method:** Instructor-led live classroom

**Alternative Delivery Methods:** Instructor-led online (synchronous)

## Course Description

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Gain experience analyzing government spending data to make strategic sourcing decisions to find the best value in the marketplace. You will work through a case study that guides you through the process and exposes you to unexpected challenges along the way. While you don't need to be a contracting expert, you should be prepared to use critical thinking and problem-solving skills.

## Intended Audience

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This course is designed for acquisition professionals including contracting officers, program managers, supply chain managers, and other personnel who need to understand the strategic sourcing process.

## Client-Provided Facility Requirements

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- Instructor computer with Internet and Office 2000 or later including PowerPoint
- 1 computer per participant with Internet and Office 2000 or later (incl. PowerPoint) & printing capability; Must have shared folder or other means for participants to access their presentations from instructor computer.
- Flip Chart, Easel, Pad, & Markers
- Black/White Board, Markers, & Eraser

## Course Learning Objectives

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- Explain the key objectives, benefits, and challenges of strategic sourcing
- Analyze an organization's current spend strategy
- Assess and prioritize opportunities for savings
- Develop a strategic sourcing strategy based on agency data that achieves agency goals
- Implement the strategic sourcing strategy to maximize total cost savings, value, vendor access, and socioeconomic participation
- Establish processes to track and manage performance of the strategic sourcing contract
- Apply best practices and lessons learned in strategic sourcing efforts

## Course Additional Features

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- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

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All details about the Additional Features are available on this page. [Click here to Explore](#)

## Course Schedule

DAY ONE	
MORNING	Introduction/Orientation
	Lesson 1: What is Strategic Sourcing?
	Lesson 2: Opportunity Assessment
LUNCH	
AFTERNOON	Lesson 2: Opportunity Assessment, continued

DAY TWO	
MORNING	Lesson 2: Opportunity Assessment, continued
	Lesson 3: Strategy Development
LUNCH	
AFTERNOON	Lesson 3: Strategy Development, continued

DAY THREE	
MORNING	Lesson 3: Strategy Development, continued
	Lesson 4: Strategy Implementation
LUNCH	
AFTERNOON	Lesson 5: Commodity Management
	Lesson 6: Lessons Learned and Best Practices

## Learning Methods

Guided discussion. Group work on an integrated case study with exercises running throughout the course.

# Strategic Sourcing Workshop

## Credits

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### National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 24

### Professional Development Units (PDUs)

- Credits: 21

### Continuous Learning Points (CLPs)

- Credits: 24

## Management Concepts Certificate Program Relationship

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This is an elective course in the following program(s):

- [Business Analysis and Requirements Management Master Track](#)
- [Project Management Master Track](#)
- [Program Management Certificate Program](#)

## Prerequisites

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### Suggested

- Level I FAC-C or DAWIA Contracting Certified
- FAC-PPM or DAWIA Program Manager Level II Certified
- FAC-COR Level II Certified

## Prework

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There is no prework required for this course.

## Requirements for Successful Completion

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Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

Participants must earn a cumulative score of 70% on the following graded activities: class participation and team participation, which are evaluated against a rubric.

# Strategic Sourcing Workshop

## Follow-On Resources

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- [Critical Thinking for Problem Solving](#)
- [Analytics Boot Camp](#)
- [Data Collection Techniques](#)
- [Data-Driven Decision Making](#)
- [Leveraging Artificial Intelligence for Federal Decision-Making](#)
- [Benefit-Cost Analysis Using Microsoft Excel](#)

# Strategic Sourcing Workshop

## Ready to Enroll?



See the most recent course information and scheduled classes at this link:  
<https://www.managementconcepts.com/course/id/1090>



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