



International  
Supply Chain  
Education Alliance



# Business needs and Procurement Planning

## The purpose of the training

This training is necessary to understand in detail how to plan purchases, what information is needed for planning. The Needs and Planning phase is fundamental and lays the foundation for a correct and efficient procurement process. The foundation for effective interaction with internal customers is laid on this stage.

### FOR MORE DETAILS



Email for more  
[GlobalDesk@iscea.com](mailto:GlobalDesk@iscea.com)



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## As a result of the training, the participants will

- Acquainted with the basic principles of drawing up the "correct" Technical Requirements (Specification)
- Will distinguish between "correct" Specification and "wrong" Specification
- Familiarize with procurement planning tools
- Learn the principles of "make-or-buy" decision and the advantages and disadvantages of the outsourcing model
- Learn the basics of budgeting in companies

**Duration: 1 day**