



7 Courses

**Procurement & Sourcing  
Introduction**

**Procurement Basics**

**Strategic Sourcing**

**Supplier Management**

**Supply Market Analysis**

**Procurement Negotiation**

**Strategic Procurement and  
Sourcing Conclusions**



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**Rafael Vela**

has successfully completed the online, non-credit Specialization

# Global Procurement and Sourcing

Reviews the key aspects of a global procurement and sourcing, and the importance of procurement to the firm, its stakeholders and suppliers. Will start with a “proven” model for Strategic Sourcing, then move on to the very important topic of Supplier Management. In Supplier Management, you will learn how to select and evaluate suppliers, implement appropriate contracts, and how to mitigate risks. In Supply Market Analysis, you will learn and understand various tools and techniques to evaluate supply markets. Lastly, the course will cover the very important topic of negotiation. Outside reading will be provided to reinforce your knowledge. In addition, cases studies will be used to bring these learning to life, and assessment will be used to test your overall knowledge.

The online specialization named in this certificate may draw on material from courses taught on-campus, but the included courses are not equivalent to on-campus courses. Participation in this online specialization does not constitute enrollment at this university. This certificate does not confer a University grade, course credit or degree, and it does not verify the identity of the learner.

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