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COURSE BROCHURE

Advanced International Buyer Mini MBA Training Course

15 – 26 February 2027
Geneva

Advanced International Buyer Mini MBA Training Course

Ref: 1083_40774 **Date:** 15 – 26 February 2027 **Location:** Geneva **Fees:** 11000 GBP

The International Buyer Mini MBA is a 2-week advanced training course for international buyers and procurement managers who commit spend across borders, and it ends with a cross-border sourcing business case. Supplier networks now stretch over many jurisdictions, so landed cost, payment terms and exchange movements decide margin as much as unit price does. Jupiter Prime Training runs this International Buyer Mini MBA for experienced buyers.

Why International Buyer Mini MBA Matters Now

Three forces shape international buying today: volatile freight and exchange markets, finance teams asking procurement to defend working capital, and suppliers in distant markets who expect faster payment in return for capacity. A buyer who reads these forces well protects margin, keeps supply continuous and wins credibility with the chief financial officer; one who reads them badly signs contracts whose real cost appears months later. The course rests on the Incoterms rules for delivery obligations, total cost of ownership TCO modelling and the Kraljic portfolio matrix for category positioning.

Who Gains Most from International Buyer Mini MBA

- Category leads who set sourcing strategy for imported materials and components
- Senior buyers who negotiate price, delivery terms and payment conditions with overseas suppliers
- Procurement managers who approve supplier awards and answer for landed cost
- Supply contract specialists who draft and enforce cross-border purchase agreements
- Commercial finance partners who model supplier payment cycles and exchange exposure

A purchasing department that sends a category lead, a contract specialist and a finance partner together gains most, because each sourcing decision then rests on one shared cost model.

International Buyer Mini MBA Capabilities

Participants move from price comparison to the commercial judgement a general manager applies, weighing freight, finance, exchange and contract clauses as one purchasing decision.

- Calculate landed cost and TCO for competing overseas offers — supplier award
- Specify the Incoterms rule that fits each shipment and risk appetite — logistics and insurance
- Weigh supply chain finance and payment terms against supplier stability — treasury
- Assess currency exposure on purchase contracts and choose a hedging response — finance director
- Design a global sourcing strategy for a category using portfolio analysis — category board
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Apply negotiation planning to price, terms and clauses with overseas suppliers — supplier account owners

Key International Buyer Mini MBA Terms

- Incoterms rules — Standard trade terms that set which party pays for, insures and carries risk on goods at each point of delivery.
- Landed cost — The full cost of an imported item at its destination, including price, freight, duties, insurance and handling.
- Total cost of ownership TCO — The lifetime cost of a purchase, adding acquisition, operating, maintenance, quality and disposal costs to price.
- Supply chain finance — Arrangements where a bank pays a supplier early against an approved invoice while the buyer keeps its payment terms.
- Transaction exposure — The risk that an exchange rate moves between signing a foreign purchase contract and paying the invoice.
- BATNA — Best alternative to a negotiated agreement: the option a negotiator takes if talks with the supplier fail.

International Buyer Mini MBA Day by Day

Day 1: The Buyer as Business Strategist

- Procurement Value Chain Mapping — Where Buying Shapes Margin And Cash
- Reading A Profit And Loss Statement — Linking Spend To Earnings
- Working Capital Cycle — Effect Of Payment Days On Cash
- Spend Cube Analysis — Spotting Categories With Cross-Border Leverage
- Stakeholder Map For Purchasing Decisions — Finance, Operations And Sales Priorities

Day 2: Global Sourcing Strategy

- Kraljic Portfolio Matrix — Positioning Imported Categories By Risk And Spend
- Make, Buy Or Offshore Analysis — Choosing The Supply Origin
- Country-Neutral Supply Market Scan — Capacity, Logistics And Stability Signals
- Single, Dual And Multi-Sourcing Models — Balancing Leverage Against Continuity
- Category Strategy Canvas — Setting Sourcing Objectives For The Board

Day 3: Incoterms and Delivery Risk

- Incoterms Rules By Group — Allocating Cost, Risk And Insurance
- Point Of Risk Transfer — Matching Terms To Cargo Value
- Freight Mode Comparison — Sea, Air And Multimodal Trade-Offs
- Customs Classification And Duty Basics — Impact On Landed Cost
- Delivery Term Selection Matrix — Agreeing Terms With Logistics Partners

Day 4: Landed Cost and TCO Modelling

- Landed Cost Build-Up — Price, Freight, Duty, Insurance And Handling
- TCO Model Structure — Acquisition, Operating And End-Of-Life Costs
- Quality Cost Of Poor Supply — Rework, Returns And Downtime
- Should-Cost Estimation — Testing A Supplier's Quoted Price
- Offer Comparison Sheet — Ranking Overseas Bids On Lifetime Cost

Day 5: Supplier Finance and Payment Terms

- Payment Instruments Compared — Letters Of Credit, Open Account, Collections
- Supply Chain Finance Schemes — Early Payment Without Lost Terms
- Supplier Financial Health Ratios — Liquidity, Gearing And Payment Behaviour
- Advance Payment And Retention Clauses — Protecting Cash On Large Orders
- Payment Term Trade-Off Model — Price Discount Versus Extended Days

Day 6: Currency Exposure in Purchasing

- Transaction And Economic Exposure — Sizing Risk On Open Orders
- Contract Currency Choice — Buyer, Supplier Or Third Currency
- Forward Contracts And Options — Working With Treasury On Hedges
- Price Adjustment Clauses — Sharing Exchange Movements With Suppliers
- Exposure Register For Purchase Orders — Reporting To The Finance Director

Day 7: Cross-Border Contract Terms

- Purchase Agreement Architecture — Framework, Call-Off And Spot Orders
- Governing Law And Dispute Resolution — Arbitration Versus Courts
- Liability Caps And Indemnities — Allocating Supplier Failure Risk
- Force Majeure And Hardship Clauses — Handling Supply Disruption
- Service Levels And Liquidated Damages — Enforcing Delivery Performance

Day 8: Supplier Negotiation Across Cultures

- Negotiation Preparation Grid — Interests, Positions And BATNA
- Zone Of Possible Agreement — Setting Opening And Walk-Away Points
- Cultural Dimensions In Negotiation — Adapting Style To Overseas Suppliers
- Concession Trading Plan — Exchanging Terms Rather Than Cutting Price
- Remote And Interpreter-Led Talks — Keeping Commitments Clear

Day 9: Supplier Risk and Performance

- Supplier Segmentation Model — Strategic, Leverage And Routine Accounts
- Supply Disruption Scenario Planning — Port Closures And Capacity Shocks
- Supplier Scorecard Design — Cost, Delivery, Quality And Responsiveness
- Responsible Sourcing Screening — Labour And Environmental Practices
- Supplier Relationship Plan — Joint Improvement With Key Accounts

Day 10: Practising the Cross-Border Sourcing Business Case

- Category Case Selection — Applying Portfolio And Spend Findings
- Combined Cost Model — Landed Cost, TCO And Payment Terms Together
- Exposure And Contract Protection Review — Currency And Clause Choices
- Negotiation Mandate Rehearsal — Testing The Plan With Peers
- Cross-Border Sourcing Business Case — Presenting The Award Recommendation

Applying International Buyer Mini MBA After the Course

- Rebuild the comparison for one live overseas tender using the landed cost and TCO model, and share it with finance before the award.
- Open an exposure register for foreign-currency purchase orders and agree hedging thresholds with treasury.

International Buyer Mini MBA Questions FAQ

What is an International Buyer Mini MBA and why does it matter now?

An International Buyer Mini MBA builds the business judgement buyers need for cross-border purchasing. It matters now because freight, exchange and payment conditions shift quickly, and procurement is expected to defend margin and cash, not only unit price.

Which roles gain most from an International Buyer Mini MBA?

Category leads, senior buyers and procurement managers who source from overseas gain most. Contract specialists and commercial finance partners also benefit, because the course links their clauses and cost models to the same award decisions.

How does the International Buyer Mini MBA differ from a general purchasing course?

The International Buyer Mini MBA treats buying as a business decision across borders. A general purchasing course focuses on process steps; this one adds delivery terms, supplier finance, currency exposure and cross-border contract law to the buyer's toolkit.

What do you bring back from the International Buyer Mini MBA?

You bring back a sourcing business case for one of your own categories. It combines landed cost, TCO, payment terms, exchange protection and a negotiation mandate, ready to present to your approval board.

International Buyer Mini MBA: The Way Forward

The cross-border sourcing business case first informs the award of a live overseas category, used by the category lead, finance partner and approval board together. After its first use, the perspective worth revisiting is the trade-off between payment terms and supplier stability, because exchange and freight conditions change faster than contracts, and a sound award can drift without review.