

# Course : Generative AI for purchasing: optimize consultations, analyses and negotiations

Produce reliable purchasing deliverables with generative AI  
*Practical course - 2d - 14h00 - Ref. AHD*  
Price : 1360 € E.T.

NEW

How can generative AI be applied to purchasing processes to improve productivity and procurement performance? In a secure and compliant environment, how can you structure specifications, draw up RFPs/RFQs, analyze bids using multi-criteria grids, or prepare for negotiations using AI? This operational training course alternates inputs, demonstrations and guided workshops to enable you to structure your approach and draft prompts that can be reused in your purchasing activity.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Applying prompting best practices to purchasing
- ✓ Structuring specifications and consultation with AI
- ✓ Analyze supplier responses using an assisted multi-criteria grid
- ✓ Assessing risks, CSR criteria and elimination rules with AI
- ✓ Create automated market intelligence and usable market summaries
- ✓ Prepare and test negotiation strategies with an AI assistant

## Intended audience

Buyers, purchasing managers, category managers, suppliers, procurement managers, SRM and key specifiers wishing to integrate AI into their daily practice.

## Prerequisites

Master the fundamentals of the purchasing business

### PARTICIPANTS

Buyers, purchasing managers, category managers, suppliers, procurement managers, SRM and key specifiers wishing to integrate AI into their daily practice.

### PREREQUISITES

Master the fundamentals of the purchasing business

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## Practical details

### Hands-on work

Each participant produces a toolbox: progressive construction of a library of prompts and a security/confidentiality/anti-hallucination checklist.

### Teaching methods

Structured contributions and business demonstrations, case studies on various purchasing families and guided workshops with deliverables.

## Course schedule

### 1 Understanding the fundamentals of generative AI for purchasing

- Identify how generative AI works and its limitations
- Apply the rules of effective prompting in a purchasing context
- Analyze the risk of errors, biases and hallucinations
- Respecting ethical, RGPD and confidentiality frameworks

### 2 Structuring requirements and specifications with AI

- Transforming an internal need into a complete, usable brief
- Create structured, compliant specifications
- Integrating constraints, risks, SLAs and CSR requirements
- Produce immediately reusable deliverables

### 3 Drawing up an AI-assisted RFP/RFQ

- Generate a clear, standardized RFP/RFQ
- Define the expectations and documentary evidence required
- Apply elimination rules and mandatory criteria
- Harmonize supplier exchanges using templates

### 4 Build and use a multi-criteria evaluation grid

- Create a scoring matrix: cost, TCO, risk, performance
- Analyze supplier responses with AI
- Objectively assess compliance with requirements
- Synthesize results for internal decision-making

### 5 Set up an automated, usable purchasing intelligence system

- Define monitoring criteria: price, capacity, incidents, compliance
- Select reliable sources and relevant alerts
- Create periodic summaries ready to share
- Assessing the reliability and traceability of information

### 6 Prepare and simulate a negotiation with AI support

- Structuring a negotiating strategy and arguments
- Create realistic supplier scenarios and objections
- Test your answers with AI as your sparring partner
- Adjusting your posture and concessions

## Dates and locations

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

**REMOTE CLASS**

2026 : 15 June, 17 Sep., 23 Nov., 7 Dec.

**PARIS LA DÉFENSE**

2026 : 8 June, 10 Sep., 30 Nov.