

NWUPC Annual
Conference 2026

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NWUPC ANNUAL CONFERENCE 2026

UNIVERSITY OF LIVERPOOL | 17TH JUNE 2026



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**Welcome from
Academia**



COACHING
FOR PROCUREMENT

Coaching Solutions for Procurement Professionals

Heard, Trusted & Valued: Building Influence Without Authority

TEAM COACHING | 1:1 COACHING | COACHING QUALIFICATIONS | SOFT SKILLS TRAINING | COMMUNICATIONS TRAINING



How would you rate your current level of influence in your role?



What comes to your mind when you think of having influence?



How would you describe yourself?



70%

**of Procurement professionals
have introverted preferences**

*Based on a sample size of just over
400

ABOUT ME



Founder of Coaching For Procurement Ltd

**Helping high-performing Procurement teams
to influence without authority by building
upon what they already do well.**

THE P.R.O.C.U.R.E[®] COACHING FRAMEWORK



MEET MARK

Head of Procurement

Introvert

Successful

Holding himself back

Imposter Syndrome

Didn't feel valued or heard





PURPOSE

Why you are here

What you enjoy about what you do

What you want to be known for

What you want to achieve

TOP TIP : BREAK IT DOWN



REALITY & RESOURCES

Procurement is evolving

ESG

AI

PROCUREMENT ACT

When will you know enough...?



REALITY & RESOURCES

Current areas of strength

The influence you already have

INFLUENCE PRINCIPLES:

Social proof

Authority

***YOU ARE NEVER STARTING FROM
SCRATCH***



OPPORTUNITIES

Prepare for and seek out opportunities

e.g. networking, face-to-face meetings

Adopt a growth mindset



CHALLENGES

Who or what are your career ghosts?



UNDERSTANDING SELF

**Wherever you go, there you
are**



How many of us are self aware?



RELATIONSHIPS

INFLUENCE PRINCIPLES:

Liking

Reciprocity

Unity



EVOLVE

INFLUENCE PRINCIPLE:

Consistency



Thank
you! :)

**YOUR
P.R.O.C.U.R.E.[®]
SCORECARD**



www.coachingforprocurement.co.uk