

Subject : Supply Management

Advanced Supplier Relationship Management

Program overview

- 2 hours e-learning
- 2 days classroom

The Advanced Strategic Relationship Management program is aimed to enable key relationship managers inside your company. The underlying objective of this training is to help your company getting more value from their relationships with key suppliers they might share with their key competitors.

Successful buyer-supplier partnerships require deep understanding, joint value creation and problem-solving. It is clearly not about throwing money at your suppliers but developing new ways of value creation whilst maintaining a professional commercial relationship. Managing them means working across business units and disciplines. It means influencing many people across your company and across the supplier's organization.

The course will use a dynamic mix of knowledge sessions, simulation, case studies and development of own cases to develop deeper understanding of supplier relationship management.

This is a powerful and demanding course for those managing some of your company's most important supplier relationships around the world.

Target Audience

This program is intended for:

- senior people involved in managing strategic supplier relationships either on a global, cross-company basis or in managing relationships critical for a company or region.

Objectives

Through this program participants will be able to:

- determine the value creation opportunities through better Supplier Relationship Management;
- understand and drive the key success factors for implementing SRM;
- formulate approaches for various type of Strategic Relationships;
- design an effective governance structure for SRM;
- identify and align the various stakeholders across the business with seemingly conflicting interest but which are essential in making SRM work;
- formulate improvement plans for their strategic relations.

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Content: E-learning, 2 hours

1. Introduction World Class Excellence Framework (MSU)
2. Manage Strategic Relationships

Content: Classroom, 2 days

- Introduction to Advanced Supplier Relations Management
- Determine the Supplier Relations Management challenges and roadblocks for your company and your own case.
- Sharing of Supplier Relations Management best practices: how companies have turned Supplier Relations Management into a competitive advantage
- Learning how to lead relationships in complex companies with a variety of stakeholders and interests
- Understanding various types of strategic suppliers and learn how to differentiate your engagement for maximum impact
- Understand the Supplier Relations Management building blocks used by leading companies in Supplier Relations Management and how they can be used most effectively
- Apply best practices to your company & develop your own case and action plan