

Mastering Vendor Management: Qualification to Compliance

Procurement, Contracts & Supply Chain
Casablanca (Morocco)
24 - 28 Nov 2025

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Mastering Vendor Management: Qualification to Compliance

Ref: 321536_129573 **Date:** 24 - 28 Nov 2025 **Location:** Casablanca (Morocco) **Fees:** 3300 Euro

Course Description

This intensive 5-day course provides a comprehensive framework for effective vendor management, from initial qualification to ongoing performance monitoring and contract compliance. Participants will learn best practices for vendor selection, performance evaluation, risk mitigation, and contract management. The course combines theoretical knowledge with practical applications to equip procurement professionals with the skills needed to optimize vendor relationships and drive organizational success.

Learning Objectives

- Develop and implement a robust vendor qualification process
- Create effective performance metrics and evaluation systems
- Master contract compliance monitoring and risk management techniques
- Optimize vendor relationships for mutual benefit and continuous improvement
- Apply strategic sourcing principles to vendor selection and management

Course Modules

Day 1: Vendor Qualification Fundamentals

- Strategic sourcing principles
- Developing qualification criteria
- Vendor pre-screening techniques
- Creating an approved vendor list

Day 2: Vendor Selection and Evaluation

- RFP development and evaluation
- Conducting vendor assessments
- Financial stability analysis
- Risk assessment in vendor selection

Day 3: Performance Measurement and KPIs

- Designing effective KPIs
- Implementing performance scorecards
- Conducting performance reviews
- Continuous improvement strategies

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Day 4: Contract Management and Compliance

- Key elements of vendor contracts
- Negotiation strategies
- Compliance monitoring techniques
- Managing contract changes and disputes

Day 5: Advanced Vendor Management Strategies

- Vendor relationship management best practices
- Strategic partnerships and collaboration
- Technology in vendor management
- Ethical considerations and corporate social responsibility

Practical Wins for Participants

- Develop a customized vendor qualification checklist
- Create a performance scorecard template
- Draft a comprehensive vendor contract
- Design a vendor risk management framework

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