

# Modern Supplier Management, Development & Optimization

Supply Chain & Logistics  
Orlando, Florida (USA)  
11 - 15 Aug 2025

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A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, suggesting a radar or signal pattern, which adds a strategic and technological feel to the image.

## Modern Supplier Management, Development & Optimization

**Ref:** 32094\_132690 **Date:** 11 - 15 Aug 2025 **Location:** Orlando, Florida (USA) **Fees:** 5700 Euro

### Course Description

This comprehensive 5-day course equips procurement professionals with advanced strategies and tools for effective supplier management, development, and optimization. Participants will learn to create value-driven supplier relationships, implement performance evaluation systems, mitigate risks, and drive innovation across the supply chain.

### Learning Objectives

- Develop and implement strategic supplier relationship management SRM programs
- Master techniques for supplier segmentation, performance evaluation, and risk management
- Learn to foster innovation and continuous improvement in supplier partnerships
- Understand how to align supplier management with organizational goals and create measurable value
- Acquire skills to navigate complex negotiations and resolve conflicts in supplier relationships

### Course Modules

#### Day 1: Foundations of Modern Supplier Management

- Evolution of supplier management in the digital age
- Strategic importance of effective supplier relationships
- Supplier segmentation and portfolio management
- Aligning supplier management with organizational objectives

#### Day 2: Supplier Relationship Management SRM Strategies

- Designing and implementing SRM programs
- Collaborative planning and goal-setting with key suppliers
- Effective communication and stakeholder management
- Building trust and long-term partnerships

#### Day 3: Supplier Performance Evaluation and Development

- Key Performance Indicators KPIs for supplier evaluation
- Implementing supplier scorecards and performance dashboards
- Continuous improvement and capability development programs
- Managing underperforming suppliers

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The text 'UK Training PARTNER' is overlaid on the right side of the chessboard.

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## **Day 4: Risk Management and Compliance in Supply Chains**

- Identifying and assessing supplier risks
- Developing risk mitigation strategies
- Ensuring regulatory compliance and ethical sourcing
- Crisis management and business continuity planning

## **Day 5: Innovation and Value Creation through Supplier Partnerships**

- Fostering innovation in supplier relationships
- Joint value creation initiatives and cost reduction programs
- Leveraging technology for supplier collaboration and visibility
- Measuring and communicating the value of supplier management

## **Practical Wins for Participants**

- Ability to design and implement a strategic SRM program tailored to organizational needs
- Skills to develop comprehensive supplier performance evaluation systems
- Techniques for identifying and mitigating supply chain risks effectively
- Strategies to drive innovation and create measurable value through supplier partnerships

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

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