

Modern Supplier Management, Development & Optimization

Procurement, Contracts & Supply Chain
Rome (Italy)
22 - 26 Sep 2025

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Modern Supplier Management, Development & Optimization

Ref: 32094_135056 **Date:** 22 - 26 Sep 2025 **Location:** Rome (Italy) **Fees:** 4200 **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 (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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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

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