Modern Supplier Management, Development & Optimization

4 – 8 January 2027
Berlin (Germany)

UK Traininig
PARTNER



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Why This Course

In today's interconnected and rapidly evolving marketplace, the strength of supplier relationships directly influences organizational performance, resilience, and competitiveness. Effective supplier management is no longer just about cost reduction—it is about building strategic partnerships that drive innovation, reduce risks, and unlock sustainable value across the supply chain.

The Advanced Supplier Management & Strategic SRM Program is an intensive 1-week course designed for procurement leaders, supply chain managers, and professionals seeking to elevate their supplier management capabilities. Through practical tools, proven SRM frameworks, and real-world case studies, participants will learn how to develop strategic supplier relationships, enhance performance, and create collaborative value.

What You'll Learn and Practice

By completing this program, participants will be able to:

- Develop and implement strategic Supplier Relationship Management SRM programs
- Segment suppliers and evaluate performance using advanced metrics and dashboards
- Identify and mitigate supplier-related risks across complex supply chains
- Foster innovation, collaboration, and continuous improvement with key partners
- Align supplier management initiatives with organizational goals and measurable value creation
- Navigate high-level negotiations and manage conflict effectively

The Program Flow

Day 1 - Foundations of Modern Supplier Management

- The evolution of supplier management in the digital and globalized era
- Strategic importance of supplier relationships in value creation
- Supplier segmentation, portfolio management, and prioritization
- Aligning supplier strategies with organizational goals and procurement objectives



Day 2 - Supplier Relationship Management SRM Strategies

- Designing and implementing comprehensive SRM programs
- Collaborative planning, target-setting, and joint accountability
- Communication frameworks and cross-functional stakeholder engagement
- Building trust, transparency, and long-term supplier partnerships

Day 3 - Supplier Performance Evaluation & Development

- Key Performance Indicators KPIs for supplier assessment
- Supplier scorecards, dashboards, and benchmarking techniques
- Continuous improvement programs and supplier capability development
- Managing performance issues and supporting underperforming suppliers

Day 4 - Risk Management & Compliance in Supply Chains

- Identifying, assessing, and prioritizing supplier risks
- Developing robust risk mitigation and contingency strategies
- Ensuring compliance with regulations, standards, and ethical sourcing policies
- Crisis management, supply continuity planning, and incident response

Day 5 - Innovation & Value Creation Through Supplier Partnerships

- Encouraging innovation in supplier collaborations
- Joint value creation initiatives, cost optimization, and co-development projects
- Leveraging digital tools and technologies for visibility and collaboration
- Measuring, reporting, and communicating the value generated through SRM

Practical Wins for Participants

Participants will leave the program equipped to:

- Design a tailored, strategic SRM program for their organization
- Develop sophisticated supplier evaluation and performance improvement systems
- Identify and mitigate supply chain risks with strategic precision
- Drive measurable value, innovation, and continuous improvement through supplier partnerships

Organizational Impact

Organizations benefit through:

- Stronger, more resilient supplier networks
- Enhanced performance visibility and accountability
- Greater innovation and cost-saving opportunities
- Improved supply chain continuity, compliance, and competitive advantage



Training Methodology

This program integrates:

- Real-world case studies and procurement best practices
- Hands-on exercises using SRM tools, scorecards, and risk models
- Group discussions, simulations, and collaborative workshops
- Expert-led insights on supply chain trends and digital transformation

Beyond the Course

Participants return ready to:

- Lead strategic supplier management initiatives
- Strengthen cross-functional engagement in procurement and supply chain functions
- Implement advanced SRM frameworks and drive long-term partnership value
- Elevate supplier performance, innovation, and operational efficiency

