

Managing Vendor Qualification, Performance & Compliance

22 – 26 August 2027
Istanbul (Turkey)

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Why This Course

In today's supply chain environment, vendor relationships play a critical role in cost control, operational continuity, quality performance, and risk management. Procurement professionals are expected not only to select suppliers effectively, but also to evaluate performance, ensure contract compliance, manage risk, and build long-term relationships that support business objectives. Strong vendor management practices are therefore essential for improving procurement outcomes and strengthening supply chain efficiency.

This intensive 5-day course equips procurement professionals with essential skills to effectively manage vendor relationships. Participants will learn best practices for vendor qualification, performance evaluation, and contract compliance. The course covers strategies to optimize supplier selection, implement performance metrics, and ensure contractual obligations are met.

What You'll Learn and Practice

By joining this program, you will:

- Develop a robust vendor qualification process.
- Implement effective performance evaluation metrics.
- Ensure contract compliance and risk mitigation.
- Optimize supplier relationships and supply chain efficiency.
- Master negotiation techniques for vendor agreements.

The Program Flow

Day 1: Vendor Qualification Fundamentals

- Introduction to vendor management.
- Developing qualification criteria.
- Supplier assessment techniques.
- Creating an approved vendor list.

Day 2: Performance Evaluation Strategies

- Key performance indicators for vendors.
- Implementing scorecards and rating systems.
- Continuous improvement processes.
- Data-driven performance analysis.

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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 board is checkered, and there are concentric circles in the background.

Day 3: Contract Compliance Management

- Understanding contract terms and conditions.
- Compliance monitoring techniques.
- Risk assessment and mitigation strategies.
- Managing non-compliance issues.

Day 4: Supplier Relationship Management

- Building strategic partnerships.
- Effective communication strategies.
- Conflict resolution techniques.
- Collaborative improvement initiatives.

Day 5: Advanced Vendor Management Techniques

- Negotiation strategies for optimal agreements.
- Technology solutions for vendor management.
- Global supplier management challenges.
- Future trends in vendor relationships.

Individual Impact

- Strengthen your ability to qualify vendors and evaluate supplier suitability more effectively.
- Enhance your skills in measuring vendor performance and managing compliance.
- Build stronger negotiation, communication, and relationship management capabilities.
- Gain practical tools to improve supplier performance and reduce procurement risks.

Work Impact

- Improve vendor selection and approval processes across procurement activities.
- Strengthen supplier performance monitoring and contract compliance.
- Support better risk mitigation and issue resolution in vendor relationships.
- Enhance supply chain efficiency through stronger supplier collaboration and management practices.

Training Methodology

This program integrates procurement best practices, practical application, and real-world vendor management challenges to ensure professional relevance and workplace impact. Learning methods include:

- Real-world case studies on vendor qualification, performance issues, and compliance challenges.
- Practical exercises in supplier assessment, scorecard development, and contract review.
- Interactive workshops on negotiation, communication, and relationship management.
- Group discussions on global supplier risks, improvement initiatives, and future trends.
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Frameworks and tools for applying effective vendor management practices in procurement environments.

Beyond the Course

Upon completion, participants will be better equipped to manage vendor relationships with greater confidence, structure, and strategic awareness. They will return ready to:

- Qualify and assess vendors more effectively.
- Implement stronger performance measurement and compliance controls.
- Build more productive and reliable supplier relationships.
- Support better procurement results through stronger vendor management practices.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in gold and silver, set against a background of concentric circles.

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