Supplier Relationship Mastery

19 – 23 April 2027
Rome (Italy)



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Why This Course

In a globalized and competitive business environment, suppliers are no longer just vendors — they are strategic partners that drive innovation, quality, and resilience.

Effective Supplier Relationship Management SRM enables organizations to transform transactional supply chains into value-creating ecosystems built on trust, performance, and continuous improvement.

The Supplier Relationship Mastery program equips participants with the strategic frameworks, analytical tools, and interpersonal competencies needed to manage suppliers as partners in business growth.

It combines relationship management, performance measurement, and strategic collaboration to help organizations achieve operational excellence, innovation, and sustainable advantage.

Through case studies, negotiation simulations, and practical tools, participants will learn how to structure, manage, and optimize supplier relationships for measurable results and mutual success.

What You'll Learn and Practice

By joining this program, you will:

- Understand the strategic role of Supplier Relationship Management SRM.
- Learn to classify and prioritize suppliers using segmentation models.
- Develop supplier performance metrics and scorecards.
- Apply best practices for collaborative innovation and value co-creation.
- Build strong communication, governance, and negotiation frameworks.
- Identify and mitigate supplier-related risks and compliance issues.
- Learn digital tools and analytics for supplier monitoring and improvement.
- Create a roadmap for strategic supplier partnerships and continuous improvement.



The Program Flow

Day 1: The Strategic Value of Supplier Relationships

- The evolution of supplier management — from cost control to value creation.
- Strategic sourcing vs. Supplier Relationship Management SRM.
- Supplier segmentation and portfolio analysis Kraljic Matrix.
- The link between SRM, performance, and competitive advantage.
- Case study: How leading global companies built supplier-driven innovation ecosystems.

Day 2: Supplier Selection, Segmentation, and Performance

- Defining supplier selection criteria and qualification processes.
- Supplier segmentation — strategic, leverage, bottleneck, and routine.
- Developing performance metrics cost, quality, innovation, risk, delivery.
- Supplier scorecards and performance reviews.
- Workshop: Designing a supplier segmentation and performance framework.

Day 3: Collaboration, Innovation, and Governance

- Building collaborative partnerships for innovation and efficiency.
- Relationship governance structures — joint steering committees, SLAs, and KPIs.
- Managing expectations, communication, and transparency.
- Co-innovation and joint problem-solving with suppliers.
- Simulation: Building a collaborative governance model for a strategic supplier.

Day 4: Risk, Compliance, and Sustainability in Supplier Management

- Identifying and managing supplier risks — financial, geopolitical, and operational.
- Supplier compliance with ESG, ethics, and sustainability standards.
- Supply chain resilience and continuity planning.
- Contract management and dispute resolution strategies.
- Group exercise: Conducting a supplier risk assessment and mitigation plan.

Day 5: Digital Transformation and the Future of SRM

- Digital SRM tools — automation, analytics, and supplier portals.
- Using AI and predictive analytics for supplier performance insights.
- Blockchain for transparency and traceability in supplier networks.
- The future of SRM: from transactions to ecosystems and shared value.
- Final project: Developing a Supplier Relationship Mastery roadmap for your organization.



Individual Impact

- Gain advanced skills in managing and optimizing supplier relationships.
- Strengthen analytical, negotiation, and strategic collaboration capabilities.
- Learn to use data and technology for supplier performance improvement.
- Build confidence in managing complex, cross-functional supplier interactions.
- Position yourself as a Supplier Relationship Management Leader driving strategic value creation.

Work Impact

- Enhance supplier performance, reliability, and innovation.
- Reduce supply risks and ensure compliance with global standards.
- Improve procurement efficiency and cost-effectiveness.
- Strengthen partnerships that support business growth and sustainability.
- Transform supply chain operations into a collaborative, value-generating network.

Training Methodology

This program combines strategic insight, analytical rigor, and interpersonal mastery to ensure both technical and relationship-building competence.

Learning methods include:

- Global case studies from manufacturing, energy, and technology sectors.
- Simulation exercises in supplier negotiation and collaboration.
- Interactive workshops on segmentation, scorecards, and governance models.
- Group discussions on sustainability, ethics, and digital SRM.
- Toolkits, templates, and dashboards for practical application.

Beyond the Course

Upon completion, participants will be equipped to design, implement, and lead Supplier Relationship Management strategies that deliver measurable value, innovation, and resilience.

Graduates of this program will emerge as Supplier Relationship Mastery Professionals — capable of transforming supplier partnerships into engines of performance and growth.

