



Supplier Relationship Management – SRM

Shanghai 20-21 April and 26-27 October 2017

Beijing 20-21 July 2017 – Wuhan 19-20 January 2017

Learning Goals

By the end of this module, participants will be able to

- Understand the processes and tools to implement SRM and Key Supplier Management
- Identify the Key Suppliers in the company
- Analyse the relationship with the Key Supplier
- Understand the Key Suppliers strategy and its fit to the company
- Set-up objectives to a Key Supplier
- Identify the organization and the process to manage the key suppliers
- Understand the benefits, risks and key success factors to implement SRM
- Set-up a structured process to identify, to analyse and to manage Key Suppliers
- Understand the function of a Key Supplier Manager

Methods and Tools

- Workshops will be used to provide participants with the opportunity to apply the tools presented.
- Participants will be asked to apply the methodology to their own commodities
- Extensive discussions among participants will facilitate a dynamic and interactive learning environment

Target Group

- All purchasing staff involved in the management of a Key Supplier

Duration

- 2 days

Training location

- Shanghai Beijing Wuhan - China



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Phase Content

Day 1

- Definition, benefits and risks of SRM
- Identifying Key Supplier in a portfolio
- Focusing on a Key Supplier
- Identifying the Key Supplier business strategy
- Analysing the buying company's attractiveness to the Key Supplier
- Understanding personal networks among the company and the Key Supplier
- Benchmarking several actual examples of Suppliers strategic mapping matrix and Global commodity strategic analysis
- Workshops and cases

Day 2

- Defining objectives to a Key Supplier
- Identifying the action plan to manage the Key Supplier
- Setting up the organisation to manage the Key Supplier (Key Supplier Manager)
- Understanding the purchasing Company's maturity levels to drive and enable SRM process: from transactional process to Value chain integration
- Benchmarking several actual examples of performance measurement: Suppliers Scorecards, Customers Satisfaction Index, Suppliers Satisfaction Index
- From Scorecards to qualitative TCO: integrating the customers' expectations into Key suppliers management objectives through a global value measurement process
- Workshops and cases

Credits for



Expert Buyers Certification Programme
