



Supplier Development & Optimisation

Shanghai 25-26 May and 16-17 November 2017

Beijing 24-25 August 2017 – Wuhan 23-24 February 2017

Learning Goals

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

- Create a roadmap for supplier development in alignment with company strategy
- Detect the opportunity to organise, facilitate and manage a supplier's performance improvement project.
- Understand how supplier's motivation to develop is linked to the customer's focus and behaviour
- Select appropriate tools to develop specific supplier competencies and performances
- Understand the levers that can be used to improve supplier's performance.
- Manage supplier risks at category level

Methods and Tools

- A whole set of tools and techniques will be presented and applied through workshop sessions.

Target Group

- Engineers in Supplier Production, Logistics Sourcing & Sourcing Quality Assurance; Key Commodity Managers; Local Sourcing Agents; and all Buyers who need to develop suppliers' performance.

Duration

- 2 days

Training location

- Shanghai Beijing Wuhan - China



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Phase Content

Day 1

Introduction: Supplier's development: when, why and how?

- What is supplier Development
- How it can be implemented

Managing risks

- Identifying and monitoring risks
- Assessing the Value at risk
- Tackling risk through different tactics and strategies

Sustainability

- Why is sustainability important?
- The role of purchasing regarding sustainability
- Ensuring compliance

Day 2

Measuring suppliers' performance

- Leading and lagging indicators
- Different types of indicators and feedback mechanism that can be used with suppliers
- How to select, use and communicate supplier performance measures

Leading performance improvement projects

- Defining properly supplier's project performance improvement
- Organising and leading performance improvement projects
- Useful tools in a supplier performance improvement project

Credits for



Expert Buyers Certification Programme