



# Supplier Development & Optimisation

Shanghai, China 26th-27th June 2017 / 4th-5th Dec 2017

## Learning Goals

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### 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

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

## Target Group

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- 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

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- 2 days

## Training location

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- 26A, No. 895, Yan An Road West, Shanghai, P. R. China, 200050
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## Phase Content

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### 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

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Expert Buyers Certification Programme

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