SUPPLIER RELATIONSHIP MANAGEMENT

Category: Supplier Relationship Management
Course Name: Supplier Relationship Management
Course Length: 2 Days
Instructor: William L. Michels

About this Course:

This course focuses on the quantitative and qualitative tools and skills necessary for supplier relationships that align business needs and requirements.

Recommended for: procurement and supply chain practitioners seeking to increase value delivery, achieve supply chain integration, improved supplier performance, reduce risk and capture innovation from suppliers.

Objectives:

- Understand supplier management methods and tools
- Measure, monitor and drive improvement of supplier performance
- Work with colleagues to plan supplier performance improvement approaches
- Improve influence and communication skills within supplier relationship management

Benefits:

- Improved understanding of behavioral approaches and communication strategies with suppliers
- A range of tools for better management of price and performance with suppliers
- Increased consistency of approach in supplier relationship management

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