



Supplier Relationship Management Practitioner

Email: info@masterpeaktraining.com

www.masterpeaktraining.com

Phone: +905302682631



Supplier Relationship Management Practitioner

5 days training course

For detailed information on training course dates, please click the link:

[Supplier Relationship Management Practitioner](#)

Course Overview

This course provides a comprehensive understanding of Supplier Relationship Management (SRM), a critical component for achieving a competitive advantage in today's globalized business environment. The course explores best practices in developing and maintaining strategic supplier relationships, improving supplier performance, managing risks, and driving innovation and collaboration. It will also cover the role of technology in enhancing supplier management processes and how organizations can adapt to future trends in SRM. By the end of the course, participants will have gained the necessary skills to build effective, long-term supplier relationships, improve supply chain resilience, and foster innovation with suppliers to achieve mutual business success.

Course Objectives:

- To understand the fundamentals of Supplier Relationship Management (SRM) and its importance in modern business.
- To learn how to develop and implement an SRM strategy that aligns with business goals.
- To acquire skills in managing supplier performance, mitigating risks, and improving business continuity.
- To enhance collaboration and innovation with suppliers through joint problem-solving and value creation.
- To explore the use of technology and emerging trends (e.g., AI, automation, blockchain) in SRM.
- To master negotiation strategies for effective supplier management and conflict resolution.

Who Should Attend?

This course is ideal for:

- Procurement and Supply Chain Managers
- Vendor/Supplier Managers
- Operations Managers
- Logistics and Distribution Managers
- Business Development Managers
- Risk Managers
- Anyone involved in the management of supplier relationships, procurement, and supply chain strategy within their organization.

Course Outline:

Day 1: Foundations of SRM

- Understand the definition and importance of SRM in modern business and supply chains.
- Learn key principles and objectives of effective supplier management.
- Categorize suppliers using tools like the Kraljic Matrix and ABC Analysis.
- Differentiate between strategic and tactical supplier relationships.

Day 2: Developing an SRM Strategy

- Align SRM strategies with business goals and objectives.
- Define roles and responsibilities within SRM management.
- Create a governance structure for managing supplier relationships.
- Evaluate potential suppliers using due diligence and risk assessment techniques.

Day 3: Managing Supplier Performance & Risk

- Set clear expectations with suppliers through SLAs and performance metrics.
- Implement continuous improvement strategies for better supplier performance.
- Identify and mitigate risks related to suppliers, including financial and operational risks.
- Ensure business continuity through proactive risk management and supply chain resilience.

Day 4: Collaboration & Negotiation

- Foster a partnership mindset and build trust with suppliers.
- Use joint problem-solving techniques to create value with suppliers.
- Apply key negotiation strategies for effective supplier relationships.
- Resolve conflicts and disputes using win-win negotiation techniques.

Day 5: Technology & Future Trends

- Explore the role of AI, automation, and blockchain in modern SRM.
- Understand the role of e-procurement and digital platforms in supplier management.
- Examine how global supply chain dynamics impact SRM practices.
- Integrate sustainability and ESG considerations into supplier relationship management



DOCUMENTATION

The **MTC team** has meticulously prepared **high-quality training materials** for distribution to all delegates.

CERTIFICATES

An **accredited Certificate of Completion** will be awarded to participants who successfully attend and complete the program.

SCHEDULE

Course sessions are scheduled as follows:

- **Morning Session:** 09:00 AM – 1:00 PM
- **Afternoon Session:** 01:00 PM – 05:00 PM

REGISTRATION & PAYMENT

To register, please complete the **registration form** available on the course page and submit it with your **preferred payment method**. Alternatively, you can contact us via **email or WhatsApp** for assistance.

TRAVEL & TRANSPORT

We ensure a **seamless travel experience** by providing **airport-hotel-airport** transfers for all participants.