



Procurement & Supply Chain Operations

# Supply Chain Collaboration and Partnership Development

## Course Introduction

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This training course focuses on enhancing skills in managing supplier relationships and fostering collaboration for improved supply chain performance. Participants will learn techniques for building strong supplier partnerships, improving communication, and driving mutual success through effective collaboration.

## Target Audience

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- Supplier relationship managers
- Procurement professionals
- Supply chain managers
- Operations managers
- Vendor managers

## Learning Objectives

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- Understand the principles of supplier relationship management.
- Learn techniques for building and maintaining strong supplier relationships.
- Develop skills in negotiating and collaborating with suppliers.
- Implement best practices for effective supplier management.

Apply supplier relationship management concepts to real-world scenarios.

# Course Outline

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- Day 01

## **Module 1: Introduction to Supplier Relationship Management**

- Overview of supplier relationship management principles.
- The importance of strong supplier relationships.
- Key concepts and strategies for managing supplier relationships.

## **Module 2: Building and Maintaining Supplier Partnerships**

- Techniques for building strong supplier partnerships.
- Strategies for maintaining and improving supplier relationships.
- Case studies of successful supplier partnerships.

- Day 02

## **Module 3: Effective Communication with Suppliers**

- Techniques for effective communication and collaboration with suppliers.
- Best practices for resolving communication issues.
- Case studies of effective supplier communication.

## **Module 4: Negotiation Skills for Supplier Management**

- Techniques for negotiating with suppliers.
- Strategies for achieving mutually beneficial agreements.
- Case studies of successful supplier negotiations.

- Day 03

## **Module 5: Performance Management and Improvement**

- Techniques for evaluating and managing supplier performance.
- Strategies for improving supplier performance and reliability.
- Case studies of performance management in supplier relationships.

## **Module 6: Collaborative Problem Solving with Suppliers**

- Techniques for collaborative problem solving and conflict resolution.
- Strategies for addressing and resolving supplier issues.

- Case studies of successful problem-solving with suppliers.

• **Day 04**

**Module 7: Supplier Risk Management**

- Identifying and managing risks associated with suppliers.
- Techniques for mitigating supplier-related risks.
- Case studies of risk management in supplier relationships.

**Module 8: Technology and Tools for Supplier Management**

- Overview of tools and technologies for managing supplier relationships.
- Implementing technology solutions for supplier collaboration.
- Case studies of technology use in supplier management.

• **Day 05**

**Module 9: Legal and Contractual Considerations**

- Understanding legal and contractual issues in supplier relationships.
- Techniques for managing contracts and ensuring compliance.
- Case studies of legal and contractual management with suppliers.

**Module 10: Future Trends in Supplier Management**

- Emerging trends and innovations in supplier relationship management.
- Preparing for future developments in supplier collaboration.
- Developing a strategy for leveraging future trends.

## Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4250.00 \$	UAE - Dubai
Sept. 15, 2025	Sept. 19, 2025	5 days	4250.00 \$	UAE - Dubai

FROM	TO	DURATION	FEES	LOCATION
Dec. 15, 2025	Dec. 19, 2025	5 days	4950.00 \$	Indonsia - Jakarta