



Procurement & Supply Chain Operations

Strategic Vendor Management for Engineering and Operations Managers

Course Introduction

This course focuses on strategic approaches to vendor management, emphasizing alignment with organizational goals and long-term value creation. Managers will learn to develop strategic vendor partnerships that enhance operational efficiency and drive innovation.

Target Audience

- Managers and leaders in engineering and operations
- Procurement and supply chain professionals
- Project managers overseeing vendor relationships
- Professionals seeking to enhance their vendor management skills

Learning Objectives

- Develop a strategic approach to vendor management.
- Align vendor relationships with organizational objectives.
- Foster innovation through strategic vendor partnerships.
- Implement best practices for long-term vendor success.

Course Outline

- Day 01

Understanding Strategic Vendor Management

- Definition and significance of strategic vendor management
- The relationship between vendor management and business strategy
- Key principles of strategic vendor partnerships

Aligning Vendor Strategy with Business Goals

- Identifying organizational objectives and priorities
- Evaluating how vendor partnerships can support business goals
- Communicating strategic alignment to stakeholders

• Day 02

Vendor Segmentation and Categorization

- Classifying vendors based on strategic importance
- Developing tailored management approaches for different vendor categories
- Tools for effective vendor segmentation

Innovation through Vendor Partnerships

- Encouraging collaborative innovation with vendors
- Identifying opportunities for joint development projects
- Best practices for fostering a culture of innovation

• Day 03

Strategic Negotiation Techniques

- Advanced negotiation strategies for strategic partnerships
- Building value in negotiations: Win-win approaches
- Managing complex negotiations with multiple stakeholders

Performance Measurement and Management

- Developing strategic KPIs for vendor performance
- Analyzing vendor performance against strategic goals
- Continuous monitoring and adjustment of vendor strategies

• Day 04

Risk Assessment and Management

- Conducting strategic risk assessments for vendor relationships
- Developing comprehensive risk management plans

- Monitoring and responding to emerging risks

Technology and Vendor Management

- Role of technology in enhancing strategic vendor management
- Overview of tools for collaboration and communication
- Data-driven decision-making in vendor management

• Day 05

Building a Collaborative Vendor Ecosystem

- Strategies for creating a collaborative vendor network
- Best practices for knowledge sharing and joint problem-solving
- Leveraging vendor capabilities for competitive advantage

Future Directions in Vendor Management

- Trends shaping the future of vendor management
- The impact of technology and globalization on vendor relationships
- Preparing for evolving vendor management challenges

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 28, 2025	May 2, 2025	5 days	4250.00 \$	UAE - Dubai
July 28, 2025	Aug. 1, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
Oct. 27, 2025	Oct. 31, 2025	5 days	4250.00 \$	KSA - Riyadh
Nov. 30, 2025	Dec. 4, 2025	5 days	2150.00 \$	Virtual - Online