



Procurement & Supply Chain Operations

Vendor Management

Course Introduction

Companies are looking at varied strategies to be cost-effective while being extremely responsive as operations become more globally diversified. The accomplishment of these organizational goals is significantly aided by strategic sourcing and related operations.

In order to impart a deeper grasp of efficient sourcing techniques, the program on Vendor Management will draw insights from both successful global companies and emerging economies.

It will also showcase varied methods for enabling wise analytical sourcing decisions. The advanced Vendor Management training program will assist supply chain professionals in handling regulatory changes, unforeseen challenges, and potential risks, as well as accommodating best-cost suppliers.

By the strategic utilization of advanced tools for effective Vendor Management, the sourcing teams will be able to effectively monitor and manage global suppliers.

Target Audience

- Procurement Manager / Supervisor
- Procurement officer / assistant
- Purchase officer
- Vendor manager
- Supplier relationship officer
- Purchase coordinator
- International Buyer
- Category purchasing manager
- Supply chain officer- Procurements
- Logistics Professionals
- Distribution Managers
- Working in this field
- These who wants to start a career in this field

Learning Objectives

- Exercise better vendor relationship management by analyzing the key features of vendor management.
- Recognize and implement proven strategies for effective vendor risk management.
- Identify effective techniques for managing technology vendor contracts.
- Recognize strategies for monitoring and evaluating vendor performance.
- Practice top-notch vendor audits.
- Identify tactics for resolving vendor issues and disputes.

Course Outline

- Day 01

Module 1

Introduction to Vendor Management

- What is Vendor Management?
- Benefits of Vendor Management
- Challenges of Vendor Management
- Vendor Lifecycle Management
- Phases of Vendor Lifecycle Management
- Pillars of Effective Vendor Management

• Day 02

Module 2

Vendor Management Process

- Selection of Vendors
- Contract Negotiation
- Vendor Onboarding
- Monitoring Vendor Performance
- Managing Risks

• Day 03

Module 3

Contracts Management

- Effective Vendor Management Strategies
- Vendor Contract Management Process
- Evaluation of Bid Proposals
- Vendor Agreements
- Creating Effective SOWs
- Contract Risk Types

• Day 04

Module 4

Vendor Relationships

- Managing Vendor Relationships
- Changing Controls Systems
- Escalation Management
- Effective ways to Negotiate with Vendors
- Dispute Resolution

• Day 05

Module 5

Metrics

- Vendor Metrics
- Understanding Responsibility Assignment
- Matrix
- Vendor Scorecard
- Vendor Performance
- Balanced Scorecard (BSC)
- Improve Vendor Management Process

Module 6

Risk Management

- Vendor Risks
- Risk Mitigation

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 18, 2025	May 22, 2025	5 days	4250.00 \$	UAE - Dubai
June 22, 2025	June 26, 2025	5 days	2150.00 \$	Virtual - Online
July 21, 2025	July 25, 2025	5 days	5950.00 \$	Switzerland - Zurich
Oct. 12, 2025	Oct. 16, 2025	5 days	4950.00 \$	KSA - Riyadh
Nov. 17, 2025	Nov. 21, 2025	5 days	4250.00 \$	UAE - Dubai