BOOST
THE LEADING TRAINING PROVIDER

Procurement & Supply Chain Operations

Introduction to Supplier Segmentation

Course Introduction

This five-day training program is designed to equip participants with the knowledge and skills necessary to understand the fundamentals of supplier segmentation and its implementation within their organizations. Through a blend of theoretical concepts, practical exercises, case studies, and interactive discussions, participants will gain insights into sourcing best practices, strategic sourcing methodologies, supply chain sourcing strategies, and the steps involved in effective supplier segmentation.

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

- Understand the importance of supplier segmentation in optimizing supply chain performance and enhancing supplier relationships.

- Identify sourcing best practices and apply strategic sourcing methodologies to effectively manage supplier relationships.
- Recognize the role of supply chain sourcing in achieving organizational objectives and mitigating supply chain risks.
- Demonstrate proficiency in the steps involved in supplier segmentation, including data gathering, analysis, criteria selection, and implementation.
- Evaluate different supplier segmentation models, such as the Kraljic Matrix and the Pyramid Approach, and apply them to real-world scenarios.
- Develop actionable plans for implementing supplier segmentation strategies within their organizations, considering stakeholder engagement and performance measurement.

Course Outline

- **Day 01**

  Understanding Strategic Sourcing and Data Collection

  Introduction to Supplier Segmentation.

  Importance of Sourcing Best Practices.

  Overview of Strategic Sourcing.

  Fundamentals of Supply Chain Sourcing.

  Data gathering for Supplier Segmentation.

  Identifying relevant data sources.

  Techniques for collecting supplier data.

  Practical exercises and case studies on data collection.

- **Day 02**

  Data Analysis and Criteria Selection

- ◦ Data analysis techniques for supplier segmentation
- ◦ Categorization and classification of supplier data
- ◦ Data visualization methods
- ◦ Criteria selection for Supplier Segmentation

• Day 03

Understanding different segmentation criteria

- ◦ Importance of aligning criteria with organizational goals
- ◦ Case studies.
- ◦ Practical application.

• Day 04

Implementation and Supplier Segmentation Models

- ◦ Introduction to Supplier Segmentation Models:
- ◦ Overview of the Kraljic Matrix
- ◦ Understanding the Pyramid Approach

• Day 05

Comparative analysis of segmentation models

- ◦ Implementation strategies for Supplier Segmentation.
- ◦ Developing action plans based on segmentation findings.
- ◦ Stakeholder engagement and communication.
- ◦ Monitoring and measuring success metrics.
- ◦ Practical application.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	5950.00 $	switzerland - Geneva

FROM	TO	DURATION	FEES	LOCATION
Sept. 8, 2025	Sept. 12, 2025	5 days	4250.00 $	UAE - Dubai
Nov. 24, 2025	Nov. 28, 2025	5 days	4250.00 $	UAE - Dubai