



Project & Contract Management

Strategic Project Procurement and Supplier Relationship Management

Course Introduction

This training program is designed for professionals seeking to enhance their procurement strategies and supplier management skills in the context of project-based work.

This comprehensive training will provide participants with the tools, techniques, and frameworks to streamline procurement processes, manage supplier risks, and foster long-term supplier partnerships.

Over the course of 5 days, participants will gain practical knowledge in sourcing, contract negotiation, performance evaluation, and supplier risk management, ensuring they are equipped to tackle modern procurement challenges and contribute to the success of their projects.

Target Audience

1. Procurement Manager
2. Supply Chain Manager
3. Project Manager
4. Contract Manager
5. Category Manager
6. Vendor Relationship Manager
7. Operations Manager
8. Finance and Procurement Analyst
9. Risk and Compliance Officer
10. Engineering Procurement Manager

Learning Objectives

- Define the roles of strategic procurement and SRM in project success.
- Identify the benefits and challenges of managing supplier relationships.
- Create tailored procurement strategies aligned with project goals.
- Select the right suppliers based on a structured evaluation process.
- Utilize key performance indicators (KPIs) and metrics to evaluate potential suppliers.
- Analyze and assess risks in the supplier selection process.
- Understand different types of procurement contracts and when to use them.
- Manage risks associated with contracts and address potential disputes.
- Foster collaborative communication and strong relationships with suppliers.
- Implement strategies for supplier development and improvement.
- Learn risk assessment tools and strategies to mitigate supplier risks.
- Develop contingency plans to address potential disruptions in the supply chain.
- Leverage digital procurement tools and software to streamline processes.
- Analyze procurement data and use analytics to make data-driven decisions.
- Understand challenges and strategies for managing international suppliers.
- Navigate cross-cultural differences in communication and negotiations.
- Develop key performance indicators (KPIs) for continuous supplier performance tracking.
- Implement supplier improvement programs and address performance gaps.
- Synthesize learning into practical, real-world procurement and supplier management plans.

Course Outline

- Day 01

Introduction to Strategic Procurement and Supplier Relationship Management (SRM)

- Overview of Project Procurement: Definition, scope, and importance.
- Strategic Procurement vs. Tactical Procurement.

- Introduction to Supplier Relationship Management (SRM).
- Procurement Lifecycle: Phases and key activities in project procurement.
- Group Discussion: Importance of procurement in project success.
- Case Study: SRM best practices from industry leaders.

Procurement Strategies and Planning for Projects

- Types of Procurement Strategies: Single sourcing, multiple sourcing, strategic alliances, etc.
- Procurement Planning Process: Steps for developing a procurement plan.
- Market Research: Analyzing the market and identifying the right suppliers for projects.
- Supplier Selection Criteria: Cost, quality, capability, and reliability.
- Hands-On Exercise: Draft a basic procurement strategy for a sample project.
- Group Discussion: The role of market analysis in supplier selection.

Supplier Selection and Evaluation

- Supplier Evaluation Criteria: Quality, performance, delivery, cost, and capacity.
- RFQ (Request for Quotation) and RFP (Request for Proposal): Best practices for issuing and evaluating.
- Supplier Performance Metrics: How to assess supplier capabilities.
- Risk Assessment in Supplier Selection: Identifying potential risks and mitigating them.
- Group Exercise: Role-play an RFQ process.

- Case Study: Evaluating suppliers based on real-world criteria.

- **Day 02**

Contract Management and Negotiation Skills

- Contract Types: Fixed-price, cost-plus, and time and materials contracts.
- Key Terms in Procurement Contracts: Deliverables, timelines, penalties, warranties, etc.
- Effective Negotiation Strategies: Preparation, tactics, and approaches to successful negotiations.
- Managing Contract Risks: Risk allocation, change orders, and dispute resolution.
- Role Play: Contract negotiation between buyer and supplier.
- Group Discussion: Common negotiation mistakes and how to avoid them.

Building and Managing Supplier Relationships

- The Importance of Supplier Relationship Management: Benefits of fostering positive relationships.
- Supplier Segmentation: Classifying suppliers based on their importance and impact on the project.
- Collaborative Communication: Open lines of communication for problem-solving and innovation.
- Performance Reviews and Feedback: Regular supplier evaluations and constructive feedback.
- Group Exercise: Mapping key suppliers and their relationship status.
- Role Play: Conducting a performance review meeting with a supplier.

Risk Management in Supplier Relationships

- Types of Supplier Risks: Financial, performance, operational, and reputational risks.
- Risk Assessment Tools: Techniques for identifying and quantifying supplier-related risks.
- Mitigating Risk: Developing contingency plans and supplier risk management strategies.
- Building Resilience in Supplier Relationships: Preparing for disruptions and supply chain challenges.
- Case Study: Risk management in a procurement scenario.
- Group Exercise: Develop a risk management plan for a sample supplier.

• Day 03

Performance Measurement and Continuous Improvement

- Key Performance Indicators (KPIs): Metrics for measuring supplier performance.
- Monitoring and Reporting Supplier Performance: Setting benchmarks and monitoring results.
- Supplier Development Programs: How to help suppliers improve their capabilities.
- Continuous Improvement in SRM: Identifying areas for improvement and implementing strategies.
- Group Discussion: KPIs for supplier performance measurement.
- Hands-On Exercise: Create a supplier performance dashboard.

• Day 04

Managing Global Suppliers and Cultural Considerations

- Global Procurement Challenges: Language barriers, time zones, and international regulations.
- Cultural Awareness in Supplier Management: Understanding cultural differences and how they impact relationships.

- International Contracting and Compliance: Dealing with different laws, regulations, and compliance standards.
 - Global Supply Chain Management: Effective coordination and management of suppliers across borders.
 - Case study on managing a global supply chain.
 - Discussion: Best practices for overcoming cultural barriers in international supplier relationships.
- **Day 05**

Leveraging Technology in Procurement and SRM

- Digital Procurement Tools: E-procurement platforms, digital contract management, and procurement analytics.
- Supplier Relationship Management Software: Features and benefits of SRM tools.
- Automation in Procurement: Streamlining processes with automation.
- Big Data and Analytics: Using data to improve procurement decisions and supplier management.
- Group Discussion: How digital tools can optimize procurement processes?

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 25, 2025	May 29, 2025	5 days	4250.00 \$	Bahrain - Manama
July 7, 2025	July 11, 2025	5 days	4950.00 \$	Azerbaijan - Baku
Oct. 13, 2025	Oct. 17, 2025	5 days	4250.00 \$	UAE - Dubai

