

# STRATEGIC SUPPLIER RELATIONSHIP MANAGEMENT

8th - 9th January 2025

16th - 17th April 2025

Kuala Lumpur (In Person) / Online Training

## Major Benefits of Attending

By end of this course, delegates will be able to: -

- **DISPLAY** a deep understanding of supplier performance ratings, and metrics
- **DEFINE** objective metrics and **APPLY** advanced techniques to track and correct performance
- **ENHANCE** business performance through effective supplier relationship management, controlling risks and distractions
- **SUSTAIN** good supplier relations and **ENSURE** supplier credibility
- **IDENTIFY** gaps in performance evaluation process
- **ABLE** to present a range of suppliers based on performance and credibility
- **ENSURE** continuity and sustainability of business operations, leading to organizational growth and career progression

## Course Methodology

Client has the option to choose to participate either below method.

**Online Training :** *This course will be conducted via Zoom.*

**Kuala Lumpur Hotel:** *This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.*

## Why you Should Attend?

In this course, participants will learn to:

- Outlines the importance of certain suppliers, how to segment a supply base, identify important and strategic suppliers, and various intervention methods.
- Discusses effective management strategies, contract management principles, supplier review meetings, performance management, and joint working approaches for strategic relationships.

The goal is to identify how a strategic supplier can drive business growth or create a competitive advantage.

## Who Should Attend?

This program would be a great benefit to:

- Buyer, Procurement/ Purchasing & Materials Executives and Supervisors, Purchasing Clerks, Production Planning Executives, Store Executives, Inventory Control Executives
- Suppliers and other vendors dealing with an organisation for any process
- Quality checkers and compliance officers responsible for ensuring adherence to set standards and benchmarks
- Operations managers and supervisors responsible for overseeing all operations related to the supply chain, particularly those processes dependent on suppliers
- Any other professional who would like to know more about the supplier performance evaluation

Organized by:



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