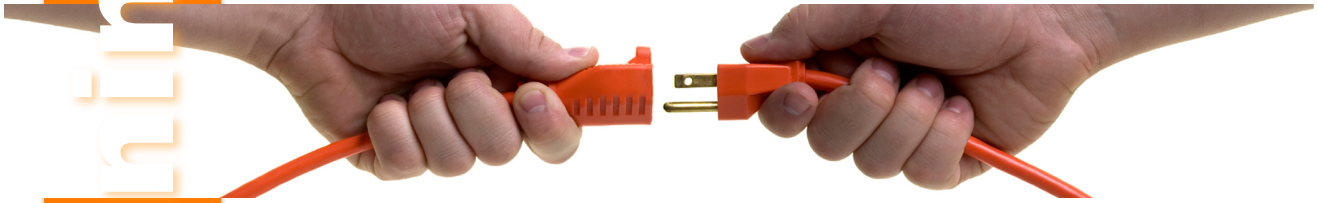


Supplier Relationship Management 3 Day Intermediate

A photograph showing two hands, one from the left and one from the right, holding the ends of two orange cables. The cables are being held together, with the ends of the cables facing each other, suggesting a connection or partnership.

A two day intermediate Supply Relationship Management course aimed at purchasing staff and potentially some key stakeholders. This course is designed to help practitioners develop or extend capability and toolset for key aspects of supplier qualification, segmentation, management, measurement and improvement. Based around the Positive Purchasing SRM process (or customisable to your own process) we take practitioners through a series of workshop based sessions that explore Supplier Relationship Management in its entirety.

Our SRM Training is perfect for any practitioner who is involved in managing or interfacing with suppliers and where there is a need to drive increased value from the supply chain or where the relationship and area of supply is so critical that robust risk mitigation approaches are required. We can also provide a version of this course with specific emphasis on mergers and acquisitions and understanding key supplier relationships as part of the due diligence process.

Our SRM training typically builds upon, and naturally follows on from pre-existing training such as Category Management or Strategic Purchasing but can also be delivered to practitioners with no prior training in this area. The training is designed to be inspirational and combines classroom tuition with facilitated debate, group work, video and case studies.

Experienced trainers bring the training to life using a combination of inspirational tuition, facilitated debate, group work and case studies. Within these workshops, we encourage delegates to work on their own areas of interest in breakout sessions to ensure that there is action-based learning developed within the course. As an option, we can include full workshop sessions which initiate the development of appropriate supply relationships as they targeted output of the overall course.

Further options include the 3 day advanced course or working on an in-depth supplier relationship management case study which can be tailored to suit the specific requirements of the organisation. We can also look at the way in which performance measurement systems can be integrated with an overall supplier relationship management process.

This course is essential for any company embarking on or revising a new wave of activity focused on achieving maximum benefit from supply relationships

Phone +44 (0) 845 331 3312

www.positivepurchasing.com

Supplier Relationship Management 2 Day Intermediate

Course Content (customisable and modular to suit your requirements)

- Principles of a buying relationship and relationship types across the whole of the supply base
- Some strategic tools to assess and understand the influence of the relationship
- The seller's perspective and agenda
- Acquiring value from supplier relationships
- Success stories – what others are doing in this area
- Complementary fit with category management
- Supplier segmentation
- Measurement methods that deliver results without wasting effort
- Driving improvement with those suppliers where it will make a critical difference to your business
- For the critical few, develop an approach that will deliver significant value to your business
- Relationship face off and management

Core Terms

We charge on a per event basis based upon a maximum of 20 delegates. Our fees include trainers and all contact, travel and preparation time, basic customisation and standard course handouts but excludes venue and facilities hire, reasonable expenses and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (however are global network of trainers means we have most major locations covered). Unless otherwise agreed all intellectual property used in training or in handouts remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the individual who attends the training event and only within the company concerned. Unless otherwise agreed no electronic versions of training materials will be provided and copying, transfer or distribution of any training materials is strictly forbidden. The client is responsible for the organisation of the training venue, delegate invitations, arrangements and logistics, and audio visual and training aids (as per our specification available upon request).

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