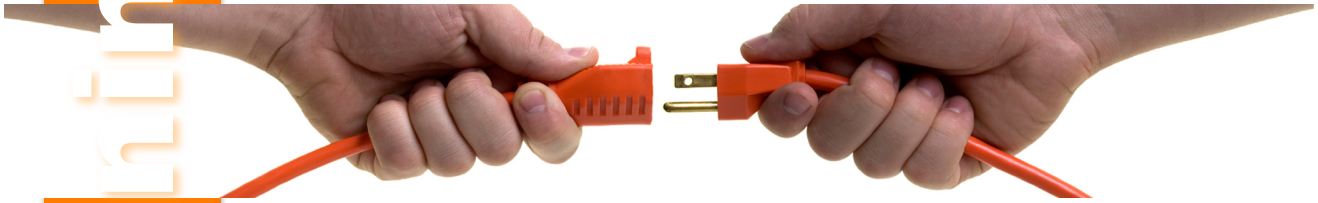


Supplier Relationship Management 1 Day Awareness



A one day awareness level Supply Relationship Management course aimed at stakeholders and purchasing staff. This course is designed to help individuals understand the principles of the buyer/seller relationship and to equip them with some basic tools and approaches to maximise the value from those relationships.

The course covers the basic principles of supplier qualification, segmentation, management, measurement and improvement. Based around the Positive Purchasing SRM process (or customisable to your own process).

Our SRM Training is perfect for one who interfaces with suppliers and can help you to better manage critical areas of spend or where. 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.

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.

Further options include the 2 day intermediate or 3 day advanced course.

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

Supplier Relationship Management 1 Day Awareness

Course Content (customisable and modular to suit your requirements)

- Principles of a buying relationship and relationship types across the whole of the supply base
- Different types of relationship needed
- The seller's perspective and agenda
- Acquiring value from supplier relationships
- Success stories – what others are doing in this area
- An introduction to measuring supplier performance
- Driving improvements with those suppliers where it will make a critical difference to your business
- Managing relationships with For the critical few, develop an approach that will deliver significant value to your business
- Working with suppliers – what to do, what not to do
- Managing key relationships

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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