

Supplier Relationship Management Workshop (Virtual)

Collaborative Supplier Relationship Management is about aligning your organisation's goals and those of key suppliers to provide long term sustainable value to both parties.



Benefits and outcomes

- Interpret organisational strategy & identify a relationship management strategy
- Know the attributes of successful SRM
- Analyse relationships between third parties for effective contract management
- Know methods of segregating relationships
- Know how to become a customer of choice and engage with responsible suppliers
- Recognise the need for cultural change as a precursor to driving beneficial relationships
- Analyse ethical and professional issues relating to supplier and customer relations
- Learn stakeholder management methods, tools and techniques and their application
- Define the impact of different sourcing approaches on relationship styles
- Gain tools and methodologies for planning an effective SRM communication strategy

Register 4 participants and the 4th attends free of charge
5% discount for ACCMA, AWISCA, CIPS, KISM and SAPICS members

About the workshop

This workshop is aligned to SAQA Unit Standard 336719.

The development of collaborative relationships with tactical and strategic suppliers and service providers allows organisations to improve and coordinate inter-company communication activities, increase innovation and value creating opportunities, minimise supply chain risk and provide win-win scenarios for both parties.

Leading practices in Supplier Relationship Management (SRM) delivers mutually beneficial relationships with suppliers, encourages improved service delivery, enhances openness and transparency and lead to trusted partnerships.

This workshop comprehensively responds to the above aim and covers the following key aspects:

- How to become a customer of choice
- Developing a supplier sourcing and relationship strategy
- Supplier segmentation models
- Effective relationship management practices
- Stakeholder management and communication plans
- Key performance indicators and their effects

Who should attend?

Individuals at all levels of an organisation, whose job function requires them to work with, manage or develop suppliers.

This includes Supplier Relationship Practitioners, Supplier Relationship Managers, Supplier Development Practitioners, Supplier Development Managers, BEE Managers, Preferential Procurement Managers, Enterprise Development Managers, Supplier Diversity Managers, Procurement Practitioners, Procurement Managers, Purchasing Managers, Acquisition Managers, Contract Managers, Logistics Managers, Logistics Specialists, Operations Managers, Travel Managers, Project Managers, Supply Chain Managers, Supply Chain Specialists, Sourcing Managers, Sourcing Specialists, Commercial Managers, Commodity Managers and Commodity Specialists.

Date: 28 - 30 April 2020

Venue: Zoom Online Meetings

Fees: POA (3 x ½ day virtual sessions)
(Includes PDF learner guide, a knowledge test and attendance certificate)



For more information or to book your spot, contact us at:

Tel: +27 (0)72 698 3200 | Fax: +27 (0)86 536 5133

E-mail: events@bespoke.co.za

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