



London TDM

# Procurement and Supply Chain Management Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 16 November 2025 To 20 November 2025

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

In the competitive business landscape, effective supplier relationship management is crucial for organizational success. This advanced course is designed for professionals seeking to enhance their skills in managing supplier relationships strategically and efficiently. Through a blend of theoretical insights and practical applications, participants will learn to develop, maintain, and innovate supplier partnerships to optimize value and ensure supply chain sustainability.

## Objectives

- To understand advanced concepts and strategies in supplier relationship management.
- To explore tools and techniques for evaluating and selecting suppliers.
- To learn to negotiate and manage contracts effectively.
- To develop strategies for fostering innovation and collaboration with suppliers.
- To learn to assess and mitigate risks within supplier networks.

## Course Outlines

### Day 1: Understanding Advanced Supplier Relationship Management

- Introduction to Advanced Concepts in Supplier Management
- The Role of Strategic Supplier Relationships in Business Success
- Key Components of Successful Supplier Relationship Management
- Trends and Future Directions in Supplier Relationship Management
- Case Studies on Effective Supplier Relationship Management

### Day 2: Supplier Evaluation and Selection

- Criteria for Supplier Evaluation: Beyond Cost Analysis
- Using Analytical Tools for Supplier Assessment
- Developing a Supplier Selection Strategy
- Case Study: Successful Supplier Selection Processes
- Interactive Workshop: Evaluating and Selecting Suppliers

### Day 3: Negotiation and Contract Management

- Advanced Negotiation Techniques for Supplier Agreements
- Building and Maintaining Effective Contracts
- Legal Considerations in Supplier Contracts
- Case Studies on Negotiation and Contract Management
- Role-Playing Exercises for Contract Negotiation

### Day 4: Innovation and Collaboration

- Fostering Innovation through Supplier Partnerships
- Strategies for Enhancing Collaboration with Suppliers
- Technology as a Driver for Supplier Innovation
- Case Studies: Collaborative Projects with Suppliers
- Workshop: Developing Collaborative Supplier Initiatives

## **Day 5: Risk Management and Sustainability**

- Identifying and Mitigating Risks in Supplier Networks
- Strategies for Ensuring Supply Chain Sustainability
- Impact of Global Events on Supplier Relations
- Case Studies: Risk and Sustainability in Supplier Relationships
- Final Assessment and Course Wrap-up