Supplier Relationship Management (SRM) Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Supplier Relationship Management (SRM) is a strategic approach to managing an organization's interactions with suppliers, ensuring long-term value creation, efficiency, and competitive advantage. Supplier Relationship Management (SRM) Training Course provides participants with comprehensive knowledge and practical skills in supplier collaboration, performance evaluation, risk management, and procurement optimization. By leveraging best practices and cutting-edge strategies, professionals will learn how to enhance supplier partnerships, reduce operational costs, and foster innovation within supply chains. Key focus areas include contract negotiation, supplier segmentation, performance metrics, and technology-driven supplier management.

In today's dynamic business environment, effective SRM is crucial for achieving sustainable growth, mitigating supply chain risks, and ensuring resilience against market volatility. Participants will gain insights into supplier lifecycle management, ethical procurement, and strategic sourcing, enabling them to make informed decisions that drive organizational success. This course blends theoretical frameworks with real-world case studies, equipping professionals across industries to build robust supplier networks, improve collaboration, and enhance overall supply chain efficiency.

Programme Curriculum

Supplier Relationship Management (SRM) Training Course

Introduction

Supplier Relationship Management (SRM) is a strategic approach to managing an organization's interactions with suppliers, ensuring long-term value creation, efficiency, and competitive advantage. Supplier Relationship Management (SRM) Training Course provides participants with comprehensive knowledge and practical skills in

supplier collaboration, performance evaluation, risk management, and procurement optimization. By leveraging best practices and cutting-edge strategies, professionals will learn how to enhance supplier partnerships, reduce operational costs, and foster innovation within supply chains. Key focus areas include contract negotiation, supplier segmentation, performance metrics, and technology-driven supplier management.

In today's dynamic business environment, effective SRM is crucial for achieving sustainable growth, mitigating supply chain risks, and ensuring resilience against market volatility. Participants will gain insights into supplier lifecycle management, ethical procurement, and strategic sourcing, enabling them to make informed decisions that drive organizational success. This course blends theoretical frameworks with real-world case studies, equipping professionals across industries to build robust supplier networks, improve collaboration, and enhance overall supply chain efficiency.

Course Objectives

1. Understand the fundamentals and strategic importance of Supplier Relationship Management.
2. Analyze supplier segmentation and prioritization techniques.
3. Develop effective communication and negotiation skills with suppliers.
4. Implement supplier performance measurement and scorecard systems.
5. Manage supplier risks and develop mitigation strategies.
6. Enhance collaboration and innovation through supplier partnerships.
7. Apply ethical procurement and compliance standards in supplier interactions.
8. Utilize technology tools for efficient supplier management.
9. Streamline procurement processes for cost reduction and efficiency.
10. Develop long-term supplier relationship strategies aligned with organizational goals.
11. Optimize supplier lifecycle management and contract management practices.
12. Evaluate supplier sustainability and corporate social responsibility initiatives.
13. Analyze case studies to apply SRM concepts in real-world scenarios.

Organizational Benefits

- Improved supplier collaboration and communication.
- Enhanced procurement efficiency and cost savings.
- Stronger negotiation outcomes and contract compliance.
- Reduced supply chain risks and operational disruptions.
- Increased innovation through strategic supplier partnerships.
- Optimized supplier performance and accountability.
- Improved alignment between procurement and organizational strategy.
- Greater transparency in supplier selection and evaluation.
- Strengthened corporate social responsibility initiatives.
- Long-term competitive advantage through strategic supplier relationships.

Target Audiences

1. Procurement Managers and Officers
2. Supply Chain Professionals
3. Vendor Management Specialists

4. Operations Managers
5. Strategic Sourcing Specialists
6. Business Analysts involved in supplier management
7. Contract Managers and Legal Advisors
8. Professionals seeking certification in SRM

Course Duration: 5 days

Course Modules

Module 1: Introduction to Supplier Relationship Management

- Fundamentals and strategic importance of SRM
- Supplier lifecycle overview
- Key performance indicators in SRM
- SRM frameworks and best practices
- Case Study: Successful SRM implementation in a multinational company
- Interactive discussion on participant experiences

Module 2: Supplier Segmentation and Prioritization

- Supplier classification techniques
- Criteria for prioritizing suppliers
- Strategic vs. tactical supplier relationships
- Supplier portfolio analysis tools
- Case Study: Supplier segmentation in the automotive sector
- Group activity on segmentation strategy

Module 3: Supplier Performance Management

- Setting performance metrics and KPIs
- Supplier scorecards and evaluation methods
- Continuous improvement strategies
- Feedback and corrective action processes
- Case Study: Performance improvement in a retail supply chain
- Role-playing supplier performance review

Module 4: Risk Management in Supplier Relationships

- Identifying supplier risks
- Risk assessment frameworks
- Contingency planning and mitigation strategies
- Contractual risk clauses

- Case Study: Risk management in global procurement
- Group simulation of risk scenarios

Module 5: Communication and Negotiation with Suppliers

- Effective communication strategies
- Negotiation techniques and tactics
- Conflict resolution and problem-solving
- Building trust and collaboration
- Case Study: Negotiation success in a tech company
- Interactive negotiation exercise

Module 6: Ethical Procurement and Compliance

- Procurement ethics and standards
- Legal and regulatory compliance
- Anti-bribery and anti-corruption practices
- Supplier audits and compliance checks
- Case Study: Ethical SRM in the pharmaceutical industry
- Discussion on ethical dilemmas

Module 7: Technology in Supplier Relationship Management

- SRM software and digital tools
- Automation in supplier management
- Data analytics for supplier performance
- Cloud-based supplier collaboration platforms
- Case Study: Digital transformation in supplier management
- Hands-on tool demonstration

Module 8: Strategic SRM and Innovation

- Developing long-term supplier strategies
- Collaborative innovation with suppliers
- Sustainability and CSR initiatives
- Integrating SRM into organizational strategy
- Case Study: Innovation-driven supplier partnership
- Group workshop on strategy development

Training Methodology

- Interactive lectures and presentations
- Real-world case studies and scenario analysis
- Group discussions and experience sharing
- Hands-on exercises and role-playing
- Tool demonstrations and software simulations
- Continuous assessments and feedback sessions

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com