

Theme: SRM

Course: **KEY SUPPLIERS MANAGEMENT**

General information

◆ Aim of the course

The course is designed to help procurement professionals identify key suppliers and implement a governance framework that facilitates the development of strategic projects with these suppliers.

◆ Learning goals

- Understand the impacts of procurement mega trends on supplier panel management
- Understand supplier segmentation and identify strategic suppliers
- Identify how to create value with supplier relationships
- Acquire a roadmap to implement Key suppliers management framework and projects
- Choose and implement the appropriate governance model
- Initiating strategic projects with key suppliers.

◆ Audience

Procurement professional in charge of managing key suppliers.

◆ Prerequisites

- A good command of English or French
- Have the necessary [technical equipment](#) to follow online courses.

◆ Learning mode & pedagogy

Detailed opposite.

Programme details in face-to-face mode

In **online mode**, this content is organised into four classes of 3.5 hours each.

I. Launch webinar - 1 hour

- Discovering the learning journey and the NegoProfil©
- Sharing expectations
- Introduction to the group.

II. Individual pre-learning step – Est. duration: 3 hours

3 e-modules:

- SRM Fundamentals
- Selecting SRM partners
- Introduction to managing key suppliers.

Prework :

- Gathering information on supplier's panel, segmenting the suppliers of own portfolio, building a collaboration project with a strategic supplier.



Hybrid: F2F sessions : 25 & 26 Nov. 2025 - Webinars dates:TBC

: 29 Sep., 06, 13 & 20 Oct. 2025 (3,5 hrs x 4)

Hybrid: F2F sessions : 28 & 29 Oct. 2025 - Webinars dates:TBC

III. Day 1 Face-to-face - 7 hours

- **Storm quiz** on pre-learning concepts
- Procurement performance and suppliers' contribution
- **Workshop:** Procurement mega trends, challenges and opportunities for the business and for procurement organisations
- Key supplier's management process steps implementation and gap analysis
- **Pre work discussion;** supplier segmentation and burning issue
- **Workshop:** how to raise your company attractiveness for suppliers
- Key suppliers' governance models
- Creating a personal actions plan.

IV. Day 2 Face-to-face - 7 hours

- Key suppliers governance models
- Adapting the legal framework to the relationship
- The role of key suppliers manager
- **Exercise:** Advocating for SRM
- **Workshop:** KPI and dashboard for key suppliers
- The value scope of KSM: which projects ?
- **Sharing experiences**
- Innovation projects with KSM: How & What
- Adding actions to the personal actions plan.

V. Feedback webinar – 1,5 hours

- **Review action** plan successes and challenges
- **Brainstorming** on overcoming challenges and capitalising on successes.