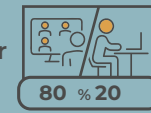




or



Learning Objectives



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.

- 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.

General information



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.



Modalities

A 2-day consecutive in face-to-face mode

OR

4 half-day online sessions

The pedagogy is detailed opposite.



Graduation

Digital certificate of attendance

Programme of the trainer-led classes



I. Kick-off webinar - 1 hr

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

II. Day 1 - 7 hrs

- 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.

III. Day 2 - 7 hrs

- 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.

IV. Feedback webinar - 1.5 hrs

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

Self-learning



3 e-modules

• SRM Fundamentals

What is SRM? - SRM's added value - SRM & value location - The SRM process.

• Selecting SRM partners

How to differentiate suppliers - SRM's strategic actions.

• Introduction to managing key suppliers.

Strategic attractiveness - How are we perceived? - Key Account Management models - Procurement lifecycle & relationship evolution.



Pework

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

Detailed programme (I to IV) based on the hybrid mode.

In online mode, the same content is organised into four classes of 3.5 hours each.