

A successful SRM programme needs full engagement from the key stakeholders across the business. This course provides delegates with an awareness of the Smart SRM toolkit covering all the key guides.

Focus: Awareness and understanding of the Smart SRM toolkit

Duration: 1 day

Participants: Stakeholders and managers responsible for suppliers

Training method: Content covered in workbook with group discussions and breakout sessions

Course Content

The main topics covered in the programme:

- Smart SRM toolkit overview
- Supplier segmentation
- Roles & responsibilities
- Internal relationship perception
- Power & dependency
- Supplier key account managers
- Relationship strategy
- Performance management
- Supplier performance scorecard
- Promoting trust
- Breakthrough value creation

Course Benefits

At the end of the course delegates will be able to:

- Understand the Future Purchasing Smart SRM toolkit and how to apply it with suppliers
- Select the right suppliers to focus on through structured supplier segmentation
- Agree roles and responsibilities for a supplier management team
- Develop a comprehensive relationship strategy for a major supplier
- Establish an effective supplier performance scorecard to review and measure supplier KPIs
- Understand the benefits of breakthrough value creation activities with suppliers