

***A modular approach to strategic sourcing education can be achieved with a combination of shorter courses. This course focuses on the supplier selection and implementation steps of the Smart Source toolkit.***

**Focus:** Tools to select suppliers & implement sourcing plans

**Duration:** 1 day

**Participants:** Procurement professionals responsible for sourcing activities

**Training method:** Interactive course working on specific client categories in breakout sessions

## Course Content

### The main topics covered in the programme:

- Planning for successful supplier selection
- Commercial principles and contracting
- Supplier conditioning
- Enquiries – RFPs & RFQs
- Use of electronic auctions
- Proposal evaluation & recommendation
- Negotiation planning
- Contract approval and award
- Supplier transition
- Project closure and review

## Course Benefits

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

- Apply tools and techniques from Steps 4 & 5 of the Future Purchasing Smart Source toolkit
- Understand the different types of supplier selection processes and when to use them
- Work with internal stakeholders to ensure supplier conditioning is effective throughout the process
- Use the appropriate mix of RFPs, RFQs and electronic auctions
- Plan for effective negotiations with suppliers and get a contract agreed and approved
- Ensure supplier transition goes smoothly and the sourcing plan is implemented successfully