



# Maximizing Supplier Relationships

## What You'll Learn

Every organization's supplier relationship management (SRM) initiative is different, but there are common threads throughout every successful initiative. You'll learn leading practices, hear about current trends, and discover the building blocks applicable to each level of SRM maturity. In addition, you'll get tips and strategies for improving your supplier interactions and building solid, long-term relationships with your key suppliers.

## Should You Attend?

If you formally or informally manage any supplier relationships, if you work in a supplier management or vendor management office, or if you want to improve your supplier interactions, this Workshop is for you.

## Skills, Tips, and Insights You'll Leave With

- The 16 core competencies of supplier relationship management
- How to allocate your relationship management resources
- How to segment your suppliers by department and by category
- How to create supplier scorecards and what to measure
- How to work with your suppliers rather than against them
- The 3 things common to every successful SRM initiative

## Workshop Length and Delivery Model

2 days of live training conducted at your site...at your convenience

## No Hagggle/No Hassel Pricing

\$18,500 USD for continental US sites (all travel and other expenses included); contact us for pricing outside of the continental US

## Contact Us Today to Schedule This Workshop at Your Site

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