



Supplier Management

Everything you do relies on your suppliers. When they fail, you lose money, or worse still, you lose a customer. Your success is founded on strong relationships with high performing suppliers. This programme shows you how to manage your supply base effectively.

The programme

This one-day programme is designed for those responsible for managing suppliers who want to achieve a step-change in relationships with their suppliers in order to deliver significant business benefits to the internal customer base. It covers:

- Best practice in supplier management
- Agreeing supplier monitoring criteria
- Exploring commercial risk
- Practical elements of supplier management.

Who should attend?

- Individuals who are new to supplier management
- Those responsible for externally provided goods and services
- Buyers
- Managers looking to improve the performance of suppliers
- Those who have no formal training in managing suppliers

Benefits of Attending

Following this programme delegates will be able to:

- Identify quick wins for improvement
- Define “tomorrow’s suppliers” and recognize world class suppliers
- Understand and have the confidence to challenge costs & performance
- Define expected levels of performance
- Identify areas for ongoing improvement
- Get behind supplier’s hype
- Understand and differentiate partnerships from other relationships.

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