

# Insightful Vendor Management and Development Masterclass

*Understand the Critical Vulnerabilities and Take Action to Spread the Risk and Create Business Continuity Plans including Backup Plans*

16th & 17th August 2020

Dubai, UAE

## Major Benefits of Attending

By end of the course, delegates will be able to:-

- **IMPLEMENT** new methodologies on supplier management and development
- **REALIGN** supplier management strategies as business is facing many new challenges
- **REVIEW** key aspects of basic supplier management principles and processes along with the best global practices
- **UNDERSTAND** that suppliers are partners in progress
- **IDENTIFY** of how vendor due diligence is done to mitigate various business risks
- **ANALYSE** how suppliers can be motivated to participate in Innovation and cost improvement
- **EVALUATE** key suppliers and **IMPROVE** the systematic approach of Vendor development process

## Why you Should Attend?

The term vendor management is used when describing the activities included in researching and sourcing vendors, obtaining quotes with pricing, capabilities, turnaround times, and quality of work, negotiating contracts, managing relationships, assigning jobs, evaluating performance, and ensuring payments are made. It requires a lot of skills, resources, and time.

Though many business owners believe that vendor management is simply about finding the supplier with the cheapest price for a product or service, it's about more than that. It's about streamlining the process for heightened efficiencies and managing vendor relationships to ensure that the agreements made are mutually beneficial for both parties.

With effective vendor management processes in place, you can properly establish service, quality, cost, and satisfaction goals and choose and manage third-party suppliers that help you achieve those business goals.

This course will help delegates to identify and leverage strategic partnering plus continuous improvement opportunities to ensure the effective contribution of the vendor base to organizational goals. This two day intensive course enables delegates to swiftly and confidently implement their learning upon their return to the workplace.

## Who Should Attend?

This course has been specifically designed for:

- Directors
- Managing Directors
- Procurement Practitioners
- Quality Assurance
- Supply Chain Professionals
- Supplier Relationship Manager
- Bid Management Teams
- Commercial Management
- Managers
- Leads

And more who are involved in:

- Demand Planning
- Supply Chain Management
- Logistics
- Distribution
- Warehousing
- Operations
- Procurement
- Sourcing
- Stock Control
- Sales
- Marketing
- Governance
- Finance
- Accounting

Organized by:



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