

Training Title

SUPPLIERS AND CONTRACTORS MANAGEMENT

Training Duration

5 days

Training Venue and Dates

Suppliers and Contractors Management	5	19-23 February, 2024	\$6, 500	Frankfurt, Germany
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Trainings will be conducted in any of the 5 star hotels.

Training Fees

\$6,500 per participant for Public Training includes Materials/Handouts, tea/coffee breaks, refreshments & Buffet Lunch.

Training Certificate

Prolific Consultants FZE Certificate of Course Completion will be issued to all attendees.

TRAINING OVERVIEW

COURSE DESCRIPTION

The Suppliers and Contractors Management course is a program designed to provide participants with the knowledge and skills required to effectively manage relationships with suppliers and contractors. In today's dynamic business environment, successful organizations recognize the importance of building and maintaining strong partnerships with external entities. This course explores the key aspects of supplier and contractor management, emphasizing best practices, risk mitigation, and strategies for fostering mutually beneficial relationships.

COURSE OBJECTIVE:

By the end of the course, participants will be able to:

- **Strategic Relationship Building:** Understand the strategic importance of effective suppliers and contractors management in achieving organizational goals.
- **Risk Mitigation:** Learn strategies for identifying, assessing, and mitigating risks associated with external partnerships.
- **Performance Measurement:** Develop skills in evaluating and measuring the performance of suppliers and contractors.
- **Contractual and Legal Considerations:** Gain insights into creating and managing contracts, along with legal considerations in supplier and contractor relationships.
- **Continuous Improvement:** Explore methodologies for continuous improvement in supplier and contractor management processes.
- **understanding of suppliers and contractor's management, equipped with practical skills to optimize external partnerships and contribute to the success of their organizations.**

SUITABLE FOR:

This course is tailored for procurement professionals, supply chain managers, contract administrators, project managers, and individuals responsible for managing external partnerships. It is also beneficial for those involved in vendor selection, contract negotiation, and anyone seeking to enhance their skills in optimizing relationships with suppliers and contractors.

TRAINING METHODOLOGY:

A highly interactive combination of lectures and discussion sessions will be managed to maximize the amount and quality of information and knowledge transfer. The sessions will start by raising the most relevant questions, and motivate everybody find the right answers. You will also be encouraged to raise your own questions and to share in the development of the right answers using your own analysis and experiences. Tests of multiple-choice type will be made available on daily basis to examine the effectiveness of delivering the course.

COURSE OUTLINE:

Day 1: Introduction to Suppliers and Contractors Management

- Overview of the importance of supplier and contractor management
- Strategic role in organizational success
- Legal and ethical considerations

Day 2: Risk Management in External Partnerships

- Identifying and assessing risks in supplier and contractor relationships
- Strategies for risk mitigation
- Case studies on risk management in procurement

Day 3: Performance Measurement and Key Performance Indicators (KPIs)

- Developing KPIs for supplier and contractor performance
- Metrics for assessing effectiveness
- Tools for performance measurement

Day 4: Contractual and Legal Aspects

- Creating effective contracts
- Legal considerations in supplier and contractor agreements
- Negotiation strategies for successful partnerships

Day 5: Continuous Improvement and Best Practices

- Implementing continuous improvement methodologies
- Case studies on successful supplier and contractor management
- Industry best practices
- Course review and practical application discussions

Case Studies, Role Plays, Videos, Discussions, Last Day Review & Assessments will be carried out.

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VENUE VISUALS: Sheraton Frankfurt Airport Hotel & Conference Center
Hugo-Eckener-Ring 1, 60549 Frankfurt am Main, Germany



