PPP Supplier Relationship Management Training Course

Professional Development Training Course Outline

Category	General Training	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Public-Private Partnerships Supplier Relationship Management is a strategic discipline for improving supplier performance, contract value, procurement efficiency, service quality, and long-term partnership outcomes. Public-Private Partnerships Supplier Relationship Management Training Course provides practical knowledge of supplier governance, strategic sourcing, contract administration, supplier performance management, relationship development, risk management, negotiation, collaboration, and digital procurement. Participants will learn how to establish transparent supplier frameworks that support value for money, operational resilience, accountability, innovation, and sustainable Public-Private Partnerships delivery.

The programme examines the complete supplier relationship lifecycle, from supplier selection and onboarding to performance monitoring, dispute resolution, continuous improvement, and contract closure. It integrates international best practices, supplier relationship management frameworks, procurement analytics, performance dashboards, stakeholder engagement, and global case studies. Participants will develop the capabilities required to manage strategic suppliers, strengthen contractual relationships, mitigate supply-chain risks, and maximize Public-Private Partnerships project outcomes.

Programme Curriculum

Public-Private Partnerships Supplier Relationship Management Training Course

Introduction

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Course Objectives

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

1. Apply strategic supplier relationship management principles in Public-Private Partnerships.
2. Develop supplier governance and accountability frameworks.
3. Strengthen strategic sourcing and supplier selection processes.
4. Implement supplier performance management and key performance indicators.
5. Apply contract management and commercial governance techniques.
6. Conduct effective supplier negotiations and relationship reviews.
7. Identify and mitigate supplier and supply-chain risks.
8. Use procurement analytics and digital supplier management tools.
9. Develop collaborative supplier innovation strategies.
10. Manage supplier disputes and performance challenges.
11. Apply ethical procurement, transparency, and compliance standards.
12. Improve value for money and lifecycle cost management.
13. Build sustainable, resilient, and high-performing supplier ecosystems.

Organizational Benefits

1. Improved supplier performance and accountability.
2. Stronger contract compliance and governance.
3. Reduced procurement and supply-chain risks.
4. Enhanced value for money and cost efficiency.
5. Improved service quality and delivery reliability.
6. Stronger supplier collaboration and innovation.
7. Faster identification and resolution of supplier issues.
8. Better procurement data and performance visibility.
9. Improved stakeholder confidence and transparency.
10. Greater sustainability and long-term Public-Private Partnerships value.

Target Audiences

1. Public-Private Partnerships managers and directors.
2. Procurement and supply-chain professionals.
3. Contract and commercial managers.

4. Supplier relationship managers.
5. Project and programme managers.
6. Government procurement officers.
7. Private-sector concession and operations managers.
8. Legal, finance, risk, and compliance professionals.

Course Duration: 5 days

Course Modules

Module 1: Foundations of Supplier Relationship Management

- Supplier relationship management principles and strategic value.
- Public-Private Partnerships supplier lifecycle and governance.
- Strategic versus transactional supplier relationships.
- Roles, responsibilities, accountability, and stakeholder alignment.
- Supplier segmentation and criticality assessment.
- Global case study: United Kingdom infrastructure partnership supplier governance.

Module 2: Supplier Strategy and Selection

- Strategic sourcing and supplier market analysis.
- Supplier prequalification and due diligence.
- Evaluation criteria, capability assessment, and value analysis.
- Supplier segmentation and strategic supplier prioritization.
- Ethical, transparent, and competitive supplier selection.
- Global case study: Australia infrastructure procurement practices.

Module 3: Supplier Governance and Performance Management

- Supplier governance structures and review mechanisms.
- Service-level agreements and key performance indicators.
- Supplier scorecards and performance dashboards.
- Performance reviews, reporting, and corrective actions.
- Continuous improvement and supplier accountability.
- Global case study: Canada public infrastructure supplier performance management.

Module 4: Contract and Commercial Relationship Management

- Contract administration and commercial governance.
- Deliverables, milestones, payment, and performance obligations.
- Contract variations, change control, and approvals.
- Commercial risk allocation and cost management.

- Contract compliance and documentation.
- Global case study: United States public infrastructure contract management.

Module 5: Supplier Risk, Resilience and Business Continuity

- Supplier risk identification and risk profiling.
- Supply-chain disruption and resilience strategies.
- Financial, operational, regulatory, and reputational risks.
- Business continuity and contingency planning.
- Risk monitoring, escalation, and mitigation.
- Global case study: European infrastructure supply-chain resilience.

Module 6: Negotiation, Collaboration and Dispute Management

- Strategic supplier negotiation techniques.
- Collaborative relationship building and stakeholder engagement.
- Conflict prevention and dispute resolution.
- Escalation procedures and relationship recovery.
- Win-win negotiation and long-term partnership development.
- Global case study: Singapore infrastructure partnership collaboration.

Module 7: Digital Supplier Relationship Management and Innovation

- Digital procurement and supplier management platforms.
- Procurement analytics and supplier performance intelligence.
- Automation, dashboards, and real-time supplier monitoring.
- Supplier innovation and technology-enabled collaboration.
- Data-driven decision-making and supplier forecasting.
- Global case study: United Arab Emirates digital procurement transformation.

Module 8: Sustainability, Continuous Improvement and Future Trends

- Sustainable procurement and responsible supplier management.
- Environmental, social, and governance considerations.
- Supplier development and continuous improvement programmes.
- Innovation, resilience, and future supplier ecosystems.
- Measuring long-term supplier relationship value.
- Global case study: Netherlands sustainable infrastructure procurement.

Training Methodology

- Instructor-led presentations and expert-led discussions.
- Practical workshops and supplier management exercises.
- Public-Private Partnerships case studies and international examples.
- Group activities, role plays, and negotiation simulations.
- Supplier performance analysis and problem-solving exercises.
- Interactive question-and-answer sessions and peer learning.
- Real-world contract and supplier relationship scenarios.
- Action planning for workplace implementation.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com