Supplier Development Programs Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s globalized supply chain environment, supplier development programs have become critical for organizations seeking to enhance operational efficiency, reduce costs, and maintain competitive advantage. These programs focus on fostering strategic partnerships with suppliers, improving supplier performance, and ensuring alignment with organizational objectives. Through targeted interventions, performance metrics, and collaborative initiatives, companies can cultivate reliable, high-performing supplier networks that drive long-term business sustainability. **Supplier Development Programs Training Course** equips participants with the practical knowledge, analytical skills, and strategic tools necessary to implement effective supplier development programs.

Supplier development not only strengthens supplier relationships but also enhances organizational resilience, innovation, and quality assurance across the supply chain. By leveraging best practices, risk assessment techniques, and continuous improvement methodologies, participants will learn how to optimize supplier selection, monitor performance, and drive value creation. The training emphasizes actionable insights, real-world case studies, and hands-on exercises to prepare participants for immediate application in their respective organizations. This program is ideal for procurement, supply chain, and operations professionals seeking measurable improvements in supplier performance and organizational outcomes.

Programme Curriculum

Supplier Development Programs Training Course

Introduction

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Course Objectives

1. Understand the principles and importance of supplier development in modern supply chains.
2. Learn strategies for effective supplier selection and onboarding processes.
3. Develop skills to assess supplier performance using key performance indicators (KPIs).
4. Apply risk management and mitigation techniques in supplier management.
5. Implement continuous improvement initiatives within supplier networks.
6. Enhance communication and collaboration between suppliers and internal teams.
7. Explore negotiation and contract management strategies for supplier agreements.
8. Utilize technology and software tools to monitor supplier performance.
9. Integrate sustainability and ethical practices in supplier development programs.
10. Analyze supplier development case studies to identify success factors.
11. Build frameworks for measuring return on investment (ROI) in supplier programs.
12. Align supplier development strategies with organizational goals.
13. Develop actionable plans for long-term supplier relationship management.

Organizational Benefits

- Improved supplier performance and product quality
- Reduced supply chain disruptions and risks
- Enhanced operational efficiency and cost savings
- Stronger supplier relationships and collaboration
- Increased competitiveness in the market

- Better alignment of suppliers with company objectives
- Enhanced innovation and adoption of best practices
- Streamlined procurement and contract management processes
- Improved sustainability and compliance with ethical standards
- Measurable ROI from supplier development initiatives

Target Audiences

- Procurement managers
- Supply chain professionals
- Operations managers
- Quality assurance specialists
- Vendor relationship managers
- Production planners
- Strategic sourcing analysts
- Logistics coordinators

Course Duration: 5 days

Course Modules

Module 1: Introduction to Supplier Development

- Definition and significance of supplier development
- Role in organizational supply chain strategy
- Key drivers of supplier performance
- Common challenges and solutions
- Case study: Supplier performance improvement program

Module 2: Supplier Selection and Onboarding

- Supplier evaluation criteria
- Risk assessment during selection
- Onboarding processes and checklists
- Supplier categorization strategies
- Case study: Successful supplier integration initiative

Module 3: Supplier Performance Management

- Key performance indicators (KPIs)
- Monitoring and reporting techniques
- Scorecards and performance dashboards
- Supplier feedback mechanisms
- Case study: Supplier performance enhancement

Module 4: Risk Management in Supplier Development

- Identifying supply chain risks
- Mitigation strategies and contingency planning
- Supplier risk rating systems
- Collaboration in risk reduction
- Case study: Risk management in supplier network

Module 5: Continuous Improvement and Innovation

- Lean and Six Sigma principles for suppliers
- Process optimization initiatives
- Supplier training and development programs
- Incentive schemes for improvement
- Case study: Lean implementation in supplier operations

Module 6: Communication and Collaboration

- Effective supplier communication strategies
- Building trust and transparency
- Collaborative problem-solving
- Supplier engagement workshops
- Case study: Supplier collaboration success

Module 7: Negotiation and Contract Management

- Contract drafting essentials
- Negotiation techniques with suppliers
- Performance-based contracts
- Legal and ethical considerations
- Case study: Negotiation leading to cost savings

Module 8: Technology Tools and Monitoring Systems

- Supplier management software overview
- Data analytics for supplier insights
- Automated reporting and alerts
- Integration with ERP systems
- Case study: Technology-driven supplier improvement

Training Methodology

- Interactive lectures with real-world examples
- Hands-on exercises and role plays
- Case study analysis and group discussions
- Practical assignments for immediate application
- Peer-to-peer learning and collaborative workshops
- Q&A sessions with industry experts

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
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

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Register Online Now

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