

# Strategic Sourcing and Supplier Relationship Management

**Duration:** 5 Days

**Language:** en

**Course Code:** IND09-107

## Objective

Participants will:

- Understand the core principles of strategic sourcing and SRM.
- Conduct supplier market analysis and opportunity assessments.
- Develop sourcing strategies aligned with business needs.
- Apply advanced negotiation tactics to optimise supplier terms.
- Monitor and enhance supplier performance and compliance.
- Foster supplier innovation and long-term partnerships.
- Use digital tools and platforms to improve sourcing efficiency.

- Integrate sustainability and risk management into sourcing decisions.

## Audience

This course is ideal for:

- Procurement Managers and Officers.
- Supply Chain and Operations Professionals.
- Sourcing and Category Managers.
- Contract and Vendor Managers.
- Purchasing Officers.
- Project Managers with procurement responsibilities.
- Anyone transitioning into a procurement or supplier management role.

## Training Methodology

The course combines lectures, real-world case studies, group exercises, and negotiation simulations. Participants will develop sourcing strategies, analyse supplier performance data, and engage in interactive supplier management role plays. Tools such as supplier scorecards and e-sourcing platforms will be explored to simulate real-life scenarios.

## Summary

This course is designed to equip professionals with the tools and techniques required to build a strategic and value-driven approach to sourcing and supplier relationship management. As global supply chains become more complex and cost pressures intensify, organisations must shift from transactional procurement to strategic sourcing—emphasising collaboration, performance, and long-term value creation.

Participants will learn how to assess supplier markets, develop sourcing strategies, negotiate effectively, and manage supplier performance through robust relationship-building practices. The course will also address sustainability, risk mitigation, and digital tools that are reshaping sourcing functions worldwide.

# Course Content & Outline

### Section 1: Foundations of Strategic Sourcing

- What is strategic sourcing? From transactional to value-based procurement.
- Understanding total cost of ownership (TCO).
- Overview of the strategic sourcing process.
- Key performance indicators in sourcing.

### Section 2: Supplier Market Analysis and Category Planning

- Conducting spend analysis and opportunity assessments.
- Supplier segmentation and risk profiling.
- Developing category strategies and sourcing pipelines.
- Market intelligence tools and benchmarking.

### Section 3: Sourcing Strategy and Execution

- Choosing sourcing models: single, multiple, or global sourcing.
- Preparing and executing RFQs, RFPs, and tenders.
- Evaluating supplier proposals and total value.
- Best practices in e-sourcing and reverse auctions.

### Section 4: Supplier Selection and Contracting

- Criteria for supplier evaluation and selection.
- Drafting performance-based supplier contracts.
- Contract negotiation strategies and legal considerations.
- Onboarding new suppliers and ensuring alignment.

### Section 5: Supplier Relationship Management (SRM)

- Principles of SRM and its strategic value.
- Building trust and collaboration with key suppliers.
- Supplier scorecards and performance reviews.
- Joint improvement initiatives and innovation management.

### Section 6: Risk, Compliance, and Sustainability in Sourcing

- Identifying and mitigating sourcing risks.
- Ensuring ethical sourcing and supplier code of conduct.
- Integrating ESG and sustainability criteria into sourcing.
- Crisis management and supply chain resilience.

**Section 7: Technology and the Future of Sourcing**

- Digital procurement tools and supplier portals.
- Using data analytics in sourcing decisions.
- AI and automation in supplier relationship management.
- Future trends in global sourcing and SRM.

## Certificate Description

Upon successful completion of this training course, delegates will be awarded a Holistique Training Certificate of Completion. For those who attend and complete the online training course, a Holistique Training e-Certificate will be provided.

Holistique Training Certificates are accredited by The CPD Certification Service (CPD), and are certified under ISO 9001 and ISO 29993 standards.

CPD credits for this course are granted by our Certificates and will be reflected on the Holistique Training Certificate of Completion. In accordance with the standards of The CPD Certification Service, one CPD credit is awarded per hour of course attendance. A maximum of 50 CPD credits can be claimed for any single course we currently offer.

## Categories

Procurement, Warehouse, Logistics & Supply Chain, Retail and Trade

## Tags

Strategic Sourcing, Supplier Relationship Management, Sustainability in Sourcing, Sourcing and Supplier Relationship

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