MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

STRATEGIC SOURCING & PRE-QUALIFICATION OF CONTRACTORS & SUPPLIERS

""Mastering the Art of Strategic Sourcing and Supplier Pre-Qualification for Successful Vendor Relationships and Operational Efficiency""

Schedule

Date	Venue	Fees (Face-to-Face)
22 – 26 Feb 2026	Doha, Qatar	USD 3495 per delegate
09 – 13 Nov 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Strategic sourcing and supplier pre-qualification are critical steps in the procurement process. These activities help organizations ensure they are engaging with the right suppliers, achieving cost savings, and mitigating risks in their supply chains. Effective sourcing and supplier management can lead to enhanced product quality, timely delivery, and long-term business relationships.

This 5-day course will provide participants with a thorough understanding of strategic sourcing practices and supplier pre-qualification processes. Participants will gain the skills needed to evaluate and select the best contractors and suppliers, develop effective sourcing strategies, and improve supplier relationships, ensuring optimal supply chain performance and organizational success.

Objectives

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

- Understand the principles and methodologies of strategic sourcing
- Develop and implement a sourcing strategy tailored to organizational needs
- Pre-qualify contractors and suppliers based on key performance indicators (KPIs)
- Effectively evaluate suppliers\' capabilities and mitigate supply chain risks
- Build and maintain strong relationships with suppliers and contractors
- Leverage supplier performance data to drive continuous improvement and cost savings

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

Why Attend

- Master Excel’s advanced features for financial modelling, forecasting, and budgeting
- Learn how to create dynamic financial models that adapt to changes in assumptions and data
- Improve your ability to analyze and interpret financial data for strategic decision-making
- Gain hands-on experience with practical, real-world financial scenarios and case studies
- Enhance your career prospects by adding valuable financial modelling skills to your toolkit

Target Audience

This program is designed for:

- Learn the latest trends in strategic sourcing and supplier pre-qualification
- Gain practical tools and techniques for evaluating and selecting contractors and suppliers
- Enhance your procurement processes with best practices for sourcing and risk management
- Build strong, collaborative relationships with suppliers to enhance product/service delivery
- Strengthen your ability to manage procurement strategies and optimize supply chain performance

Individual Benefits

Key competencies that will be developed include:

- Proficiency in strategic sourcing and supplier pre-qualification techniques
- Enhanced ability to evaluate supplier capabilities and manage procurement risks
- Stronger skills in building and managing supplier relationships
- Greater efficiency in sourcing and procurement operations
- Increased confidence in driving cost savings and performance improvements in the supply chain

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More effective and strategic supplier selection, reducing procurement risks
- Enhanced supplier performance through robust pre-qualification and evaluation processes
- Improved supplier collaboration and long-term partnership management
- Cost savings and efficiency improvements in the supply chain
- Greater alignment of sourcing activities with organizational goals and objectives

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Overview of strategic sourcing methodologies, supplier evaluation, and pre-qualification techniques
- Case Studies – Real-world examples of successful sourcing and supplier management strategies
- Workshops – Hands-on exercises to create sourcing strategies, supplier evaluations, and risk management plans
- Peer Exchange – Group discussions and feedback on sourcing challenges and solutions
- Tools – Sourcing templates, supplier evaluation frameworks, and risk management tools

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to Strategic Sourcing and Procurement

- Module 1: Understanding Strategic Sourcing (07:30 – 09:30)
- What is strategic sourcing and why is it important?
- Key components of a successful strategic sourcing process
- Aligning sourcing strategies with business goals and organizational objectives
- The role of procurement in organizational success
- Module 2: Procurement Process Overview (09:45 – 11:15)
- The procurement lifecycle: from needs assessment to supplier selection
- Best practices for managing the procurement process
- Tools and techniques for optimizing procurement activities
- Module 3: Supplier Selection and Evaluation Criteria (11:30 – 01:00)
- Key factors to consider when selecting suppliers: quality, cost, reliability, and performance
- How to evaluate supplier capabilities and align them with organizational needs
- Creating evaluation criteria and selecting the right suppliers
- Module 4: Workshop – Developing a Sourcing Strategy (02:00 – 03:30)
- Participants develop a sourcing strategy for a sample project
- Group discussion and feedback on sourcing strategy alignment with business objectives

Day 2: Supplier Pre-Qualification and Performance Evaluation

- Module 5: Supplier Pre-Qualification Process (07:30 – 09:30)
- Understanding the importance of supplier pre-qualification in procurement
- How to establish pre-qualification criteria for suppliers and contractors
- Steps involved in the supplier pre-qualification process
- Module 6: Evaluating Supplier Performance (09:45 – 11:15)
- Key performance indicators (KPIs) for evaluating supplier performance
- Creating supplier scorecards to monitor and assess supplier performance
- Conducting supplier audits and performance reviews
- Module 7: Managing Supplier Relationships (11:30 – 01:00)
- Building and maintaining long-term relationships with suppliers
- Supplier development and collaboration to improve performance
- Effective communication and problem-solving strategies with suppliers
- Module 8: Workshop – Developing a Supplier Pre-Qualification Questionnaire (02:00 – 03:30)
- Participants create a supplier pre-qualification questionnaire based on a case study
- Group discussions and feedback on the pre-qualification process

Day 3: Contract Management and Risk Mitigation

- Module 9: Introduction to Contract Management (07:30 – 09:30)
- Key principles of contract management in sourcing and procurement
- Understanding contract types, terms, and conditions
- The role of contract managers in ensuring supplier performance
- Module 10: Risk Management in Sourcing and Procurement (09:45 – 11:15)
-

Identifying risks in the supplier selection and sourcing process

- Developing strategies for risk mitigation and contingency planning
- Managing contract risks: breach of contract, non-performance, and disputes
- Module 11: Contract Negotiation and Compliance (11:30 – 01:00)
- Effective negotiation techniques for contract agreements
- Managing contract amendments and change orders
- Ensuring compliance with contract terms and supplier obligations
- Module 12: Workshop – Risk Management in Contract Negotiation (02:00 – 03:30)
- Participants analyze potential risks in a sample contract and develop risk mitigation strategies
- Group presentations and feedback on risk management techniques

Day 4: Managing Strategic Sourcing and Supplier Performance

- Module 13: Developing Long-Term Supplier Strategies (07:30 – 09:30)
- Building long-term supplier relationships that support business growth
- Supplier segmentation and categorization for strategic sourcing
- Developing supplier performance improvement plans
- Module 14: Supplier Audits and Continuous Improvement (09:45 – 11:15)
- Conducting supplier audits to assess quality, compliance, and performance
- Implementing continuous improvement initiatives with suppliers
- The role of feedback in driving supplier performance
- Module 15: Supplier Risk and Sustainability in Sourcing (11:30 – 01:00)
- Managing supplier risks and ensuring compliance with sustainability standards
- Ethical sourcing and corporate social responsibility (CSR) considerations
- Ensuring environmental sustainability and ethical practices in supplier management
- Module 16: Workshop – Developing a Supplier Relationship Management Plan (02:00 – 03:30)
- Participants develop a supplier relationship management plan for a strategic sourcing initiative
- Group discussions and feedback on supplier performance improvement

Day 5: Sourcing Best Practices and Final Assessment

- Module 17: Best Practices in Strategic Sourcing (07:30 – 09:30)
- Review of global best practices in strategic sourcing and supplier management
- Tools and technology to enhance sourcing efficiency and effectiveness
- Benchmarking sourcing performance against industry standards
- Module 18: Final Sourcing Strategy Development (09:45 – 11:15)
- Participants finalize their sourcing strategies and identify key implementation steps
- Creating a supplier scorecard and KPIs for measuring success
- Developing a strategic sourcing implementation plan
- Module 19: Presentation of Sourcing Strategies and Action Plans (11:30 – 01:00)
- Group presentations of final sourcing strategies, supplier management plans, and KPIs
- Feedback from peers and instructors on strategy alignment and feasibility
- Module 20: Course Review and Certification (02:00 – 03:30)
- Recap of key concepts and techniques learned during the course
- Final Q&A session and discussion on implementing sourcing strategies in the real world
- Distribution of certificates and closing remarks

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

Certification

Participants will receive a Certificate of Completion in Strategic Sourcing & Pre-Qualification of Contractors & Suppliers, validating their expertise in sourcing strategies and supplier management.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

Follow us: **Facebook** **Twitter** **YouTube** **LinkedIn** **Instagram**

© Material published by MAWA Events shown here is copyrighted. All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.