

## EFFECTIVE VENDOR MANAGEMENT STRATEGIES

*"Build Stronger Supplier Relationships, Control Costs, and Drive Business Value"*

### Schedule

Date	Venue	Fees (Face-to-Face)
17 - 21 Aug 2026	Dubai, UAE	USD 3495 per delegate

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

### Introduction

In today's competitive environment, effective vendor management is essential to ensure quality, cost control, and timely delivery of products and services. This 5-day course equips procurement, supply chain, and vendor management professionals with the tools and best practices needed to manage supplier relationships strategically, mitigate risks, and maximize performance.

### Objectives

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

- Understand the fundamentals of vendor management and supplier governance
- Develop and implement vendor selection and evaluation frameworks
- Negotiate effectively to achieve win-win agreements
- Monitor and improve vendor performance using KPIs and SLAs
- Address risks and challenges in supplier relationships
- Build long-term, value-driven partnerships with key vendors

## Why Attend

- Gain practical tools and templates for vendor evaluation and performance monitoring
- Learn negotiation strategies that improve outcomes for both parties
- Understand how to manage risks and avoid supplier failures
- Enhance collaboration and communication with key vendors
- Drive better business results through effective vendor partnerships

## Target Audience

This program is ideal for:

- Procurement and purchasing managers
- Supply chain and logistics professionals
- Vendor and supplier relationship managers
- Contract managers and category managers
- Anyone involved in vendor selection, negotiation, or performance management

## Individual Benefits

Participants will:

- Strengthen their vendor management and negotiation skills
- Gain confidence in handling complex supplier relationships
- Learn how to design effective KPIs and service-level agreements
- Develop proactive approaches to managing vendor risks
- Enhance career prospects in procurement and supply chain management

## Organizational Benefits

Organizations will gain:

- Stronger, more reliable supplier networks
- Better control over vendor-related costs and risks
- Improved vendor performance and accountability
- Increased alignment between vendor capabilities and business needs
- Enhanced competitive advantage through optimized supplier strategies

## Instructional Methodology

The course will include:

- Interactive lectures and group discussions
- Practical case studies and industry examples
- Role-playing exercises for negotiation and problem-solving
- Tools, templates, and checklists for immediate application
- Knowledge checks and quizzes to reinforce learning

## Course Outline

### Detailed 5-Day Course Outline

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

#### Day 1: Vendor Management Fundamentals

- Module 1: Introduction to Vendor Management and Supplier Governance
- Module 2: Vendor Segmentation and Prioritization
- Module 3: Vendor Selection and Qualification

#### Day 2: Negotiation and Contract Management

- Module 4: Effective Negotiation Strategies and Tactics
- Module 5: Contracting Best Practices and Risk Allocation
- Module 6: Managing Vendor Contracts and Service Agreements

#### Day 3: Performance Monitoring and Improvement

- Module 7: Developing KPIs and SLAs for Vendor Performance
- Module 8: Vendor Scorecards and Continuous Improvement
- Module 9: Addressing Performance Issues and Corrective Actions

#### Day 4: Risk Management and Compliance

- Module 10: Identifying and Managing Vendor Risks
- Module 11: Ensuring Compliance with Policies and Regulations
- Module 12: Building Resilient and Sustainable Supplier Networks

#### Day 5: Strategic Vendor Partnerships

- Module 13: Collaboration and Innovation with Key Vendors
- Module 14: Creating Win-Win Relationships and Long-Term Value
- Module 15: Final Review, Action Planning, and Next Steps

## Certification

Participants will receive a Certificate of Completion for the Effective Vendor Management Strategies course, recognizing their enhanced expertise in managing supplier relationships and driving business results.

## 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:

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