

SOURCING & SUPPLIER RELATIONSHIP MANAGEMENT

"Optimizing Supplier Partnerships for Supply Chain Excellence and Competitive Advantage!"

Schedule

Date	Venue	Fees (Face-to-Face)
05 - 09 Jul 2026	Cairo, Egypt	USD 3495 per delegate

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

Introduction

This 5-day program equips procurement and supply chain professionals with the essential tools and strategies for effective sourcing and supplier relationship management (SRM). Participants will explore best practices for supplier selection, performance evaluation, contract management, and building collaborative supplier partnerships that drive value and innovation.

By combining strategic insights with practical tools, this course enables organizations to strengthen their supply chains, reduce risks, improve supplier performance, and enhance competitive positioning in today's dynamic global marketplace.

Objectives

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

- Apply best practices in sourcing and supplier selection.
- Develop and implement effective supplier relationship management frameworks.
- Evaluate supplier performance using key performance indicators (KPIs).
- Negotiate and manage contracts to achieve win-win outcomes.
- Mitigate supply chain risks and ensure long-term collaboration.

Why Attend

- Gain a competitive edge through effective sourcing strategies.
- Strengthen supplier partnerships to drive innovation and value.
- Improve negotiation outcomes and contract management.
- Enhance supply chain resilience and risk management.
- Network with procurement and supply chain professionals across industries.

Target Audience

This program is designed for:

- Procurement and sourcing managers.
- Supply chain and logistics professionals.
- Supplier relationship managers and SRM specialists.
- Contract managers and category managers.
- Anyone involved in supplier selection, management, or negotiations.

Individual Benefits

Key competencies that will be developed include:

- Stronger sourcing and supplier evaluation skills.
- Improved negotiation and contract management abilities.
- Enhanced capacity to manage supplier performance and collaboration.
- Greater understanding of supply chain risk mitigation strategies.
- Practical tools for driving continuous supplier improvement.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved supplier performance and value delivery.
- Enhanced supply chain efficiency and resilience.
- Stronger supplier partnerships fostering innovation.
- Better risk management and reduced supply disruptions.
- Increased cost savings and improved bottom-line results.

Instructional Methodology

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

- Strategy Briefings - In-depth sessions on sourcing strategies, SRM frameworks, and supply chain best practices.
- Case Studies - Real-world examples of successful supplier partnerships and risk mitigation.
- Workshops - Practical exercises on supplier evaluation, negotiation, and performance management.
- Peer Exchange - Group discussions on sourcing challenges and solutions.
- Tools - Templates for supplier scorecards, contracts, and risk assessments.

MAWA EVENTS

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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: Foundations of Sourcing and SRM

- Module 1: Introduction to Sourcing and SRM (07:30 – 09:30)
 - Defining sourcing and supplier relationship management.
 - The strategic importance of SRM in supply chain success.
 - Overview of sourcing strategies and models.
- Module 2: Supplier Selection and Evaluation (09:45 – 11:15)
 - Criteria for supplier selection.
 - Conducting supplier assessments and due diligence.
 - Building a supplier shortlist and selection framework.
- Module 3: Workshop – Supplier Evaluation Exercise (11:30 – 01:00)
 - Applying evaluation tools and templates to real-life cases.
- Module 4: Peer Exchange – Challenges in Sourcing (02:00 – 03:30)
 - Group discussion on sourcing hurdles and lessons learned.

Day 2: Building Effective Supplier Relationships

- Module 1: SRM Frameworks and Models (07:30 – 09:30)
 - Key components of successful SRM.
 - Mapping and segmenting supplier relationships.
 - Aligning SRM strategies with business objectives.
- Module 2: Communication and Collaboration (09:45 – 11:15)
 - Building trust and transparency with suppliers.
 - Collaboration tools and technologies.
 - Conflict resolution strategies.
- Module 3: Workshop – Developing an SRM Strategy (11:30 – 01:00)
 - Creating an SRM action plan for your organization.
- Module 4: Case Study – High-Impact Supplier Partnerships (02:00 – 03:30)
 - Learning from successful collaborations.

Day 3: Contract Management and Negotiation

- Module 1: Contracting Essentials (07:30 – 09:30)
 - Key elements of supplier contracts.
 - Managing contract risks and obligations.
 - Ensuring compliance and performance.
- Module 2: Negotiation Strategies (09:45 – 11:15)
 - Preparing for supplier negotiations.
 - Achieving win-win negotiation outcomes.
 - Overcoming negotiation challenges.
- Module 3: Workshop – Negotiation Role Play (11:30 – 01:00)
 - Practicing negotiation scenarios.
- Module 4: Peer Exchange – Contract Management Insights (02:00 – 03:30)
 - Sharing best practices and lessons learned.

Day 4: Supplier Performance Management

- Module 1: Designing Performance Metrics (07:30 – 09:30)
- Key performance indicators (KPIs) for suppliers.
- Developing supplier scorecards and dashboards.
- Linking performance to incentives and penalties.
- Module 2: Continuous Improvement (09:45 – 11:15)
- Driving supplier innovation and improvement.
- Implementing supplier development programs.
- Managing long-term relationships.
- Module 3: Workshop – Supplier Performance Review (11:30 – 01:00)
- Conducting a supplier performance assessment.
- Module 4: Case Study – Turning Around Underperforming Suppliers (02:00 – 03:30)
- Real-life success stories and key takeaways.

Day 5: Risk Management and Future Trends

- Module 1: Supply Chain Risk Management (07:30 – 09:30)
- Identifying and assessing supply chain risks.
- Developing mitigation and contingency plans.
- Building resilience into sourcing strategies.
- Module 2: Future of Sourcing and SRM (09:45 – 11:15)
- Emerging trends and technologies in sourcing.
- Leveraging data and analytics in SRM.
- Sustainability and ethical sourcing considerations.
- Module 3: Workshop – Designing a Future-Ready SRM Framework (11:30 – 01:00)
- Creating a roadmap for SRM transformation.
- Module 4: Final Review and Certification (02:00 – 03:30)
- Recap of course highlights.
- Presentation of certificates and wrap-up.

Certification

Participants will receive a Certificate of Completion in Sourcing and Supplier Relationship Management, validating their expertise in sourcing strategies, supplier performance management, contract negotiation, and risk mitigation for supply chain excellence.

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