

Vendor Relationship Management

Kuala Lumpur (Malaysia)

24 - 28 March 2025

UK Training

PARTNER



Vendor Relationship Management

Code: SC28 From: 24 - 28 March 2025 City: Kuala Lumpur (Malaysia) Fees: 3900 Pound

Introduction

In today's highly competitive market environment, where vendor relationships play an important role in decision making and profitability, it is of paramount importance that organisation personnel are adequately trained in the fundamental principles of leading and managing vendor relationships.

This highly participative Blackbird training course will assist participants in learning how to lead vendor relations. The importance of knowing the skills of leadership will be discussed and practiced. Being able to know how to manage the relationships with vendors is an important skill for an organisation to possess and this training course provides the important areas as well as being able to assess the quality and performance of the vendors. Participants will be provided with valuable advice on the most critical areas of managing the vendor relationship operation.

Course Objectives of Vender Relationship Management

- Evaluate vendor profiles for fit with organizational needs and direction
- Practice vendor integration techniques to support strategic purchasing objectives
- Manage vendor performance to ensure continuous improvement of offerings
- Apply winning go-to-market strategies to support internal capabilities
- Utilize essential soft skills to improve vendor relationship outcomes

Vendor Relationship Management Course Outlines

Day 1

Vendor validation process

- Words of wisdom on managing vendor relationships
- Sources for gathering information
- Vendor status
- prequalification questionnaires
- Vendor risk assessments
- Sustainable vendor relations
- Triple bottom line
- Economic success
- Social development
- Environmental sustainability

Day 2

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

Vendor development and integration

- Vendor development
- Vendor diversity programs
- Supplier certification
- Electronic Data Interchange EDI
- Partnering typologies

Day 3

Managing vendor performance

- Vendor performance objectives
- Performance targets
- Continuous improvement initiatives
- Service level agreements

Day 4

Go-to-market strategies

- Purchasing strategy matrix
- Six sourcing strategies
- Volume concentration
- Best price evaluation
- Global sourcing
- Product specification improvement
- Joint process improvement
- Relationship restructuring
- Group buying and bulk pricing
- Just-in-Time JIT buying

Day 5

Soft skills and vendor relations etiquette

- Effective communication as a pillar for success
- Application of leadership and management skills in vendor relations
- Cialdini's six powerful persuasion techniques
- Reciprocation technique
- Authority technique
- Social proof technique
- Commitment technique
- Liking technique
- Scarcity technique
- Vendor relations etiquette
- Communicating with foreign vendors

UK Training

PARTNER



Blackbird Training Cities

Europe



Zurich (Switzerland)



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland)



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)
(Switzerland)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami(USA)



New York (USA)



Toronto (Canada)



Blackbird Training Cities

Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia)



Bangkok (Thailand)



Beijing (China)



Moscow (Russia)
(Malaysia)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Refinement

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 training@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

