

# Comprehensive Course Supplier Relationship Management

*Cairo (Egypt)*

*21 - 25 September 2025*

UK Training

# PARTNER



# Comprehensive Course Supplier Relationship Management

Code: SC28 From: 21 - 25 September 2025 City: Cairo (Egypt) Fees: 5600 Pound

## Introduction

Welcome to the "Supplier Relationship Management SRM" course! Supplier Relationship Management SRM is a critical strategic approach for managing an organization's interactions with the companies that supply the goods and services it uses. This training is designed to equip professionals with the knowledge and skills necessary to effectively manage supplier relationships, enhance supplier performance, and drive value through strategic partnerships. Over five days, participants will explore the foundational principles of SRM, learn how to assess and categorize suppliers, develop strategies for supplier development and risk management, and utilize SRM tools and technologies to optimize procurement processes. The course combines theoretical knowledge with practical applications, ensuring that participants can implement SRM strategies in their organizations to achieve sustainable competitive advantages.

## Course Objectives

By the end of this course, participants will:

- Understand the principles and significance of Supplier Relationship Management SRM.
- Develop skills to assess and categorize suppliers effectively.
- Learn strategies for enhancing supplier performance and building strategic partnerships.
- Gain insights into risk management within supplier relationships.
- Utilize SRM tools and technologies to streamline procurement processes.

## Course Outlines

### Day 1: Introduction to Supplier Relationship Management

- Overview of SRM: Definition, Importance, and Benefits.
- Evolution of SRM: From traditional procurement to strategic partnerships.
- Key Components of Effective SRM: Communication, Collaboration, and Performance Management.
- SRM Frameworks and Models: Understanding different approaches.
- Case Studies: Successful SRM implementations in various industries.

### Day 2: Supplier Assessment and Segmentation

- Supplier Assessment Criteria: Quality, Cost, Reliability, and Innovation.
- Supplier Segmentation: Categorizing suppliers based on strategic importance.
- Methods for Conducting Supplier Assessments: Surveys, Audits, and Performance Metrics.
- Developing Supplier Scorecards and KPIs: Measuring supplier performance.
- Workshop: Hands-on Supplier Assessment and Segmentation exercise.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. The board is white and black squares. In the background, there are concentric circles.

UK Training  
**PARTNER**

### Day 3: Supplier Development and Performance Management

- Strategies for Supplier Development: Training, Joint Improvement Initiatives, and Incentives.
- Building Long-term Supplier Relationships: Trust, Transparency, and Mutual Goals.
- Performance Management Techniques: Continuous Improvement and Corrective Actions.
- Supplier Performance Review Meetings: Best practices for effective communication.
- Case Study Analysis: Examples of successful Supplier Development Programs.

### Day 4: Risk Management in Supplier Relationships

- Identifying Risks in Supplier Relationships: Operational, Financial, and Compliance Risks.
- Risk Mitigation Strategies: Diversification, Contractual Agreements, and Contingency Planning.
- Supplier Risk Assessment Tools: Risk Matrices and Risk Scoring Systems.
- Managing Supplier Crises: Response Plans and Communication Strategies.
- Workshop: Developing a Supplier Risk Management Plan.

### Day 5: SRM Tools and Technologies

- Overview of SRM Tools and Software: Features and Benefits.
- Implementing SRM Systems: Steps, Challenges, and Best Practices.
- Integrating SRM with Other Business Systems: ERP, CRM, and Supply Chain Management.
- Data Analytics in SRM: Leveraging Big Data for Supplier Insights.
- Future Trends in SRM: Digital Transformation, AI, and Blockchain Technologies.

### Why Attend this Course: Wins & Losses!

#### Benefits of Attending:

- Gain a comprehensive understanding of SRM principles and best practices.
- Learn how to improve supplier performance and develop strategic partnerships.
- Leverage advanced SRM tools and technologies to optimize procurement processes.
- Acquire skills to assess suppliers and manage risks effectively.
- Explore cutting-edge trends like AI and blockchain in SRM to future-proof your strategies.

### Conclusion

The "Supplier Relationship Management SRM" course provides a comprehensive understanding of how to build strategic partnerships with suppliers. Participants will gain the tools to assess and categorize suppliers, improve their performance, and manage risks effectively. The course will also enable participants to adopt the latest technologies and strategies in SRM to align purchasing goals with organizational objectives.

Join us today to enhance your SRM skills and prepare for the future of procurement with confidence!

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. The text 'UK Training' is above 'PARTNER' in a bold, sans-serif font.

UK Training  
**PARTNER**



## Blackbird Training Cities

### Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



## Blackbird Training Cities

### USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

### ASIA



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)  
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training  
**PARTNER**



## Blackbird Training Cities

### AFRICA



Kigali (Rwanda)



Cape Town ( South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients

 <p><b>MANNAI CORPORATION</b> MANNAI Trading Company WLL, Qatar</p>	 <p><b>GAC</b> UNE FILIALE D' EGA Alumina Corporation Guinea</p>	 <p><b>Booking.com</b> Booking.com Netherlands</p>	 <p><b>OXFAM</b> Oxfam GB International Organization, Yemen</p>	 <p><b>Capital Markets Authority</b> Kuwait</p>
 <p><b>WS</b> Waltersmith Petroman Oil Limited Nigeria</p>	 <p><b>QNB</b> Qatar National Bank (QNB), Qatar</p>	 <p><b>Qatar Foundation</b> Qatar</p>	 <p><b>AFRICAN UNION ADVISORY BOARD ON CORRUPTION</b> Tanzania</p>	 <p><b>KFAS</b> Kuwait Foundation for the Advancement of Sciences KFAS Kuwait</p>
 <p><b>Reserve Bank of Malawi</b> Malawi</p>	 <p><b>Central Bank of Nigeria</b> Nigeria</p>	 <p><b>Ministry of Interior Kingdom of Saudi Arabia</b> Ministry of Interior, KSA</p>	 <p><b>Mabruk Oil Company</b> Libya</p>	 <p><b>Saudi Electricity Company</b> KSA</p>
 <p><b>BPKH</b> Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p><b>NATO Italy</b></p>	 <p><b>ENI</b> ENI CORPORATE UNIVERSITY, Italy</p>	 <p><b>GULF BANK</b> Gulf Bank Kuwait</p>	 <p><b>General Organization for Social Insurance</b> KSA</p>
 <p><b>Defence Space Administration</b> Nigeria</p>	 <p><b>National Industries Group (Holding),</b> Kuwait</p>	 <p><b>Hamad Medical Corporation</b> Qatar</p>	 <p><b>USAID</b> Pakistan</p>	 <p><b>STC</b> STC Solutions, KSA</p>
 <p><b>North Oil Company</b> North Oil company,</p>	 <p><b>EKO Electricity</b></p>	 <p><b>OMAN BROADBAND</b> Oman Broadband</p>	 <p><b>UNITED NATIONS</b> UN.</p>	 <p><b>Authority for Electricity Regulation, Oman</b> Authority for</p>

UK Training  
**PARTNER**

## Blackbird Training Categories

### Management & Admin

Entertainment & Leisure  
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 Elevation

### Technical Courses

Artificial Intelligence (AI)  
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

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training  
**PARTNER**

