



# **Strategic Supplier Relationship Management: Building Partnerships for Success**

24 - 28 Mar 2026  
Milan



# Strategic Supplier Relationship Management: Building Partnerships for Success

**Ref.:** 36367\_51677 **Date:** 24 - 28 Mar 2026 **Location:** Milan **Fees:** 5700 **Euro**

## Course Overview:

The Accounts Receivable and Credit Policies Management Training Course is designed to empower finance and credit professionals with advanced knowledge and strategies to optimize accounts receivable processes, manage credit risks, and strengthen financial performance. This course integrates the principles of supplier relationship management and the latest supplier collaboration strategies to enhance the efficiency and reliability of accounts receivable systems. Participants will explore strategic supplier partnerships, learn about supplier segmentation methods, and develop skills for supplier evaluation processes to maintain a competitive edge. By emphasizing cost efficiency in supplier relationship management, supplier performance metrics, and operational excellence, this training ensures participants can align financial policies with strategic business goals. Key areas include managing supplier innovation partnerships, optimizing supplier communication best practices, and leveraging data-driven supplier decisions for enhanced credit policy management. This comprehensive course bridges financial expertise with operational strategies, offering tools to navigate dynamic markets effectively.

## Target Audience:

- Finance Managers
- Credit Analysts
- Accounts Receivable Specialists
- Financial Controllers
- Procurement Officers
- Business Operations Managers

## Targeted Organizational Departments:

- Finance and Accounting
- Procurement and Supply Chain
- Risk Management
- Credit Control and Collections
- Business Strategy and Operations

## Targeted Industries:

- Manufacturing
- Retail and E-commerce
- Logistics and Supply Chain
- Financial Services
- Healthcare
- Technology

## Course Offerings:

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

- Apply supplier relationship management best practices to accounts receivable processes.
- Develop and implement supplier evaluation processes for credit management.
- Design credit policies that foster supplier trust and minimize risks.
- Utilize data-driven supplier decisions to enhance financial performance.
- Establish strategic supplier partnerships to improve cash flow.

## Training Methodology:

The course employs interactive methodologies, including real-world case studies, group discussions, role-playing, and hands-on exercises. Sessions focus on integrating supplier segmentation methods with accounts receivable frameworks and using supplier performance metrics to build robust financial systems. Participants will engage in data-driven analysis and simulations, ensuring the practical application of concepts.

## Course Toolbox:

- Comprehensive ebooks
- Access to supplier evaluation templates
- Online resources for supplier relationship management practices
- Checklists for implementing supplier communication best practices

## Course Agenda:

### Day 1: Foundations of Supplier Relationship Management

- **Topic 1:** Introduction to Supplier Relationship Management SRM
- **Topic 2:** Understanding Supplier Collaboration Strategies
- **Topic 3:** Strategic Supplier Partnerships: Key Concepts and Benefits
- **Topic 4:** Supplier Segmentation Methods and Their Role in SRM
- **Topic 5:** Building Supplier Trust for Long-Term Success
- **Topic 6:** Overview of Operational Capabilities in SRM
- **Reflection & Review:** Discuss key takeaways and their application to real-world scenarios.



## Day 2: Enhancing Supplier Engagement and Evaluation

- **Topic 1:** Techniques for Effective Supplier Communication
- **Topic 2:** Implementing Supplier Evaluation Processes
- **Topic 3:** Supplier Performance Metrics and Their Role in SRM
- **Topic 4:** Managing Supplier Contracts: Best Practices
- **Topic 5:** Supplier Innovation Partnerships for Competitive Advantage
- **Topic 6:** Addressing Supplier Risk Management Challenges
- **Reflection & Review:** Analyze participant insights and refine strategies for supplier engagement.

## Day 3: Operational Excellence and Cost Efficiency in SRM

- **Topic 1:** Achieving Operational Excellence in SRM
- **Topic 2:** Cost Efficiency Strategies in Supplier Management
- **Topic 3:** Supplier Delivery Optimization for Improved Supply Chain Performance
- **Topic 4:** Leveraging Data-Driven Supplier Decisions
- **Topic 5:** Quality Assurance in Supplier Management Processes
- **Topic 6:** Advanced Practices for Enhancing Supply Chain Collaboration
- **Reflection & Review:** Review day's discussions and explore practical applications.

## Day 4: Strategic Sourcing and Long-Term Supplier Relationships

- **Topic 1:** Strategic Sourcing Techniques for Sustainable Supply Chains
- **Topic 2:** Building and Managing Long-Term Supplier Relationships
- **Topic 3:** Supplier Relationship Lifecycle: Stages and Strategies
- **Topic 4:** Supplier Network Optimization for Better Results
- **Topic 5:** Competitive Intensity and Its Impact on Supplier Engagement
- **Topic 6:** Sustainability Practices in Supplier Management
- **Reflection & Review:** Share lessons learned and refine long-term strategies.

## Day 5: Future Trends and Advanced SRM Practices

- **Topic 1:** Integrating Supplier Innovation Partnerships into SRM Strategies
- **Topic 2:** Managing Supply Chain Disruptions with Effective SRM
- **Topic 3:** Value Creation Through Strategic Supplier Partnerships
- **Topic 4:** Supplier Flexibility Management in Dynamic Markets
- **Topic 5:** SRM Best Practices for Competitive Advantage
- **Topic 6:** Practical Framework for Advanced Supplier Engagement Strategies
- **Reflection & Review:** Summarize course highlights and create an action plan for implementation.



## **How This Course is Different:**

This course uniquely combines advanced supplier relationship management strategies with practical accounts receivable management techniques. Unlike standard financial training, it emphasizes the integration of supplier segmentation methods, supplier performance metrics, and strategic sourcing techniques to address credit policy challenges. Participants gain access to cutting-edge methods for data-driven supplier decisions, ensuring immediate impact on their organizations' financial health and operational performance.

# Training Course Categories



**Finance and  
Accounting Training  
Courses**



**Agile PM and Project  
Management Training  
Courses**



**Certified Courses By  
International Bodies**



**Communication and  
Public Relations  
Training Courses**



**Data Analytics Training  
and Data Science  
Courses**



**Environment &  
Sustainability Training  
Courses**



**Governance, Risk and  
Compliance Training  
Courses**



**Human Resources  
Training and  
Development Courses**



**IT Security Training & IT  
Training Courses**



**Leadership and  
Management Training  
Courses**



**Legal Training,  
Procurement and  
Contracting Courses**



**Maintenance Training  
and Engineering  
Training Courses**





# Training Course Categories



**Marketing, Customer Relations, and Sales Courses**



**Occupational Health, Safety and Security Training Courses**



**Oil & Gas Training and Other Technical Courses**



**Personal & Self-Development Training Courses**



**Quality and Operations Management Training Courses**



**Secretarial and Administration Training Courses**



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**Cairo - Egypt**



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**Manama - Bahrain**



**Milan - Italy**



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**Munich - Germany**



**Muscat - Oman**



**Nairobi - Kenya**



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**Prague - Czech Republic**



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Egypt**



**Tbilisi - Georgia**



**Tokyo - Japan**



**Trabzon - Turkey**



**Vienna - Austria**



**Zanzibar - Tanzania**



**Zoom - Online  
Training**

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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