

# Strategic Supplier Relationship Management: Building Partnerships for Success

12 – 16 July 2027
Abu Dhabi

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# Strategic Supplier Relationship Management: Building Partnerships for Success

**Ref:** 36367_76234 **Date:** 12 – 16 July 2027 **Location:** Abu Dhabi **Fees:** 4700 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

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## 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.

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## 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.