





# SUPPLIER RELATIONSHIP MANAGEMENT – SRM organisations

Level	Available languages	Fee
Advanced	   	€ 400

e-Module titles	Objectives	Content
KPIs FOR SRM (1)	This module aims at assisting procurement professionals to understand & implement SRM success factors, measured by related KPIs: - identifying generic KPIs & SRM-specific KPIs	1. Are SRM KPIs different from other KPIs?
KPIs FOR SRM (2)	This module aims at assisting procurement professionals to understand & implement SRM success factors, measured by related KPIs: - using the strategic scorecard to measure how the relationship with the supplier feeds the company's business targets - difference between structural & relational KPIs	1. Organise KPIs as a strategic scorecard 2. Business model indicators
SRM & PROCUREMENT MATURITY	This module aims at assisting procurement professionals to understand & implement SRM success factors, measured by related KPIs: - understanding the relationship between the level of Purchasing maturity and SRM	1. Are you mature enough for SRM?
KEY SUCCESS FACTORS FOR SRM (1)	This module aims at assisting procurement professionals to understand & implement SRM success factors, measured by related KPIs: - how specific organisations enable & contribute to SRM - the relationship between business contexts on SRM - SRM values & the required behaviours	1. SRM & the organisational process it requires 2. SRM & the business context it requires 3. SRM & the behaviour it requires
KEY SUCCESS FACTORS FOR SRM (2)	This module aims at assisting procurement professionals to understand & implement SRM success factors, measured by related KPIs: - identifying which cultures are favourable to SRM - relationship between cultural traits & the SRM process	1. SRM & the culture it requires 2. Cultural traits & the SRM process