


SUPPLIER RELATIONSHIP MANAGEMENT – SRM principles

Level	Available languages	Fee
Intermediate		€ 400

e-Module titles	Objectives	Content
SRM FUNDAMENTALS	This module aims at understanding the principles of SRM: <ul style="list-style-type: none"> - identifying strategic suppliers - the impact of business attractiveness on SRM - the roles of the Catman & KSAM 	<ol style="list-style-type: none"> 1. Strategic suppliers 2. Business attractiveness 3. Catman vs KSAM
WHAT IS SRM? (Level 1)	This module aims at understanding the principles of SRM & being able to use some elementary Procurement tools: <ul style="list-style-type: none"> - SRM as an alternative to market competition - the benefits of SRM - SRM & value visibility - the SRM process 	<ol style="list-style-type: none"> 1. What is SRM? 2. SRM's added value 3. SRM & value location 4. The SRM process
WHAT IS SRM? (Level 2)	This module aims at understanding the principles of SRM: <ul style="list-style-type: none"> - SRM as an alternative to market competition - is the company ready for SRM & its activities - changing the way of working to have an SRM perspective 	<ol style="list-style-type: none"> 1. Why SRM? 2. Typical SRM activities 3. Working with an SRM perspective
SELECTING SRM PARTNERS	This module aims at understanding the principles of SRM: <ul style="list-style-type: none"> - identifying the 3 types of suppliers based on their importance - classifying SRM practices on the Kraljic matrix 	<ol style="list-style-type: none"> 1. How to differentiate suppliers 2. SRM's strategic actions
MANAGING KEY SUPPLIERS (1)	This module aims at understanding the principles of SRM: <ul style="list-style-type: none"> - what to know about a supplier before implementing SRM - using the BCG & Kraljic matrixes to better understand the company's status in the SRM relationship 	<ol style="list-style-type: none"> 1. Matching the SRM engagements 2. Analysing the attractiveness 3. Being the preferred client