



Consulting and Training | Reach New Heights

Course Name

Supplier Development Program

Sector Name

Procurement & Supply Chain Operations

Document Type

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Supplier Development Program

Course Introduction

Supplier performance has a direct impact on cost, quality, reliability, and organizational competitiveness. While many organizations focus on supplier selection and contract management, fewer invest in systematic supplier development to improve long-term performance, reduce risk, and create shared value.

Developed by **Boost**, this course presents supplier development as a strategic and operational discipline aimed at enhancing supplier capabilities, strengthening collaboration, and improving overall supply chain performance. Participants learn how to assess supplier performance, identify development opportunities, and implement structured improvement initiatives with key suppliers.

Boost's Supplier Development Program - Intermediate course equips professionals to move from transactional supplier management to value-driven supplier partnerships.

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Target Audience

- ✓ Procurement and purchasing professionals
- ✓ Supply chain and sourcing teams
- ✓ Supplier relationship managers
- ✓ Quality and operations support teams
- ✓ Professionals involved in supplier performance management

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Learning Objectives

- ✓ Understand the purpose and benefits of supplier development
- ✓ Identify critical suppliers and development priorities
- ✓ Assess supplier performance and capability gaps
- ✓ Design and implement supplier development initiatives
- ✓ Manage collaboration and communication with suppliers
- ✓ Improve supplier performance, reliability, and compliance

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Course Outline

✓ Day 01

Foundations of Supplier Development

Module 1: Understanding Supplier Development

- ✓ What supplier development really means
- ✓ Supplier development vs. supplier evaluation
- ✓ Strategic value of developing suppliers

Module 2: Supplier Segmentation and Prioritization

- ✓ Identifying critical and strategic suppliers
- ✓ Risk and impact-based segmentation
- ✓ Selecting suppliers for development

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Course Outline

✓ Day 02

Assessing Supplier Performance and Capability

Module 3: Supplier Performance Assessment

- ✓ Performance dimensions (quality, delivery, cost, service)
- ✓ Using KPIs and scorecards
- ✓ Identifying performance gaps

Module 4: Supplier Capability and Risk Assessment

- ✓ Process, capacity, and capability review
- ✓ Compliance and operational risks
- ✓ Root causes of supplier underperformance

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Course Outline

✓ Day 03

Designing Supplier Development Initiatives

Module 5: Supplier Development Planning

- ✓ Defining development objectives
- ✓ Selecting improvement focus areas
- ✓ Aligning expectations with suppliers

Module 6: Development Tools and Approaches

- ✓ Training and knowledge sharing
- ✓ Process improvement and standardization
- ✓ Joint improvement initiatives

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Course Outline

✓ Day 04

Collaboration, Execution, and Governance

Module 7: Managing Supplier Collaboration

- ✓ Communication and engagement models
- ✓ Building trust and commitment
- ✓ Managing resistance and challenges

Module 8: Governance and Control of Development Programs

- ✓ Roles, responsibilities, and decision rights
- ✓ Monitoring progress and milestones
- ✓ Managing deviations and escalation

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Course Outline

✓ Day 05

Measuring Impact and Sustaining Improvement

Module 9: Measuring Supplier Development Results

- ✓ Performance improvement tracking
- ✓ Linking development efforts to business results
- ✓ Lessons learned and success indicators

Module 10: Sustaining Supplier Development Programs

- ✓ Embedding development into supplier management
- ✓ Continuous improvement mindset
- ✓ Long-term partnership strategies

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Supplier Development Program

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Feb. 1, 2027	Feb. 5, 2027	5 days	5950.00 \$	USA , Texas
June 7, 2027	June 11, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Aug. 31, 2026	Sept. 4, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Oct. 26, 2026	Oct. 30, 2026	5 days	4250.00 \$	UAE , Dubai

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