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**Course Name**

# **Strategic Vendor Management for Engineering and Operations Managers**

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**Sector Name**

Procurement & Supply Chain Operations

**Document Type**

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## Strategic Vendor Management for Engineering and Operations Managers

### Course Introduction

This course focuses on strategic approaches to vendor management, emphasizing alignment with organizational goals and long-term value creation. Managers will learn to develop strategic vendor partnerships that enhance operational efficiency and drive innovation.

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## Strategic Vendor Management for Engineering and Operations Managers

### Target Audience

- ✓ Managers and leaders in engineering and operations
- ✓ Procurement and supply chain professionals
- ✓ Project managers overseeing vendor relationships
- ✓ Professionals seeking to enhance their vendor management skills

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## Strategic Vendor Management for Engineering and Operations Managers

### Learning Objectives

- ✓ Develop a strategic approach to vendor management.
- ✓ Align vendor relationships with organizational objectives.
- ✓ Foster innovation through strategic vendor partnerships.
- ✓ Implement best practices for long-term vendor success.

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## Strategic Vendor Management for Engineering and Operations Managers

### Course Outline

#### ✓ Day 01

##### **Understanding Strategic Vendor Management**

- ✓ Definition and significance of strategic vendor management
- ✓ The relationship between vendor management and business strategy
- ✓ Key principles of strategic vendor partnerships

##### **Aligning Vendor Strategy with Business Goals**

- ✓ Identifying organizational objectives and priorities
- ✓ Evaluating how vendor partnerships can support business goals
- ✓ Communicating strategic alignment to stakeholders

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### Course Outline

#### ✓ Day 02

##### **Vendor Segmentation and Categorization**

- ✓ Classifying vendors based on strategic importance
- ✓ Developing tailored management approaches for different vendor categories
- ✓ Tools for effective vendor segmentation

##### **Innovation through Vendor Partnerships**

- ✓ Encouraging collaborative innovation with vendors
- ✓ Identifying opportunities for joint development projects
- ✓ Best practices for fostering a culture of innovation

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## Strategic Vendor Management for Engineering and Operations Managers

### Course Outline

#### ✓ Day 03

##### **Strategic Negotiation Techniques**

- ✓ Advanced negotiation strategies for strategic partnerships
- ✓ Building value in negotiations: Win-win approaches
- ✓ Managing complex negotiations with multiple stakeholders

##### **Performance Measurement and Management**

- ✓ Developing strategic KPIs for vendor performance
- ✓ Analyzing vendor performance against strategic goals
- ✓ Continuous monitoring and adjustment of vendor strategies

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## Strategic Vendor Management for Engineering and Operations Managers

### Course Outline

#### ✓ Day 04

##### **Risk Assessment and Management**

- ✓ Conducting strategic risk assessments for vendor relationships
- ✓ Developing comprehensive risk management plans
- ✓ Monitoring and responding to emerging risks

##### **Technology and Vendor Management**

- ✓ Role of technology in enhancing strategic vendor management
- ✓ Overview of tools for collaboration and communication
- ✓ Data-driven decision-making in vendor management

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### Course Outline

#### ✓ Day 05

##### **Building a Collaborative Vendor Ecosystem**

- ✓ Strategies for creating a collaborative vendor network
- ✓ Best practices for knowledge sharing and joint problem-solving
- ✓ Leveraging vendor capabilities for competitive advantage

##### **Future Directions in Vendor Management**

- ✓ Trends shaping the future of vendor management
- ✓ The impact of technology and globalization on vendor relationships
- ✓ Preparing for evolving vendor management challenges

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## Strategic Vendor Management for Engineering and Operations Managers

### Confirmed Sessions

| FROM           | TO             | DURATION | FEES       | LOCATION         |
|----------------|----------------|----------|------------|------------------|
| Nov. 1, 2026   | Nov. 5, 2026   | 5 days   | 4250.00 \$ | KSA , Riyadh     |
| Nov. 30, 2026  | Dec. 4, 2026   | 5 days   | 2150.00 \$ | Virtual , Online |
| May 10, 2027   | May 14, 2027   | 5 days   | 4250.00 \$ | UAE , Dubai      |
| Aug. 9, 2027   | Aug. 13, 2027  | 5 days   | 4250.00 \$ | UAE , Abu Dhabi  |
| March 15, 2027 | March 19, 2027 | 5 days   | 4950.00 \$ | England , London |

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