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Course Name

Introduction to Supplier Segmentation

Sector Name

Procurement & Supply Chain Operations

Document Type

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Introduction to Supplier Segmentation

Course Introduction

In today's complex and competitive business environment, organizations depend on a wide range of suppliers to deliver products, services, and value to customers. However, not all suppliers carry the same level of importance, risk, or strategic impact. Treating all suppliers in the same way often leads to inefficiencies, unmanaged risks, and missed opportunities for value creation. Supplier segmentation provides a structured approach to understanding supplier relationships and managing them more effectively.

The Introduction to Supplier Segmentation course offers a practical and accessible foundation for understanding how suppliers can be categorized, prioritized, and managed based on their value, risk, and contribution to organizational objectives. As part of the professional learning portfolio associated with **BOOST**, this program is designed for professionals who are new to procurement, supply chain, or supplier management concepts.

The course focuses on introducing participants to the purpose and principles of supplier segmentation, common segmentation models, and how segmentation supports better sourcing decisions, risk management, and supplier relationship management. Participants

will learn how segmentation helps organizations allocate resources appropriately, strengthen critical supplier relationships, and improve overall supply chain performance.

Through clear explanations, practical examples, and guided exercises, participants develop the confidence to apply basic supplier segmentation concepts and contribute effectively to procurement and supply chain activities within their organizations.

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Introduction to Supplier Segmentation

Target Audience

- ✓ Procurement and purchasing staff (entry level)
- ✓ Supply chain and logistics professionals
- ✓ Vendor and supplier management staff
- ✓ Operations and planning personnel
- ✓ Finance and contract support staff
- ✓ Project team members involved in sourcing activities
- ✓ Professionals new to procurement or supply chain roles

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Introduction to Supplier Segmentation

Learning Objectives

- ✓ Understand the purpose and importance of supplier segmentation
- ✓ Explain key supplier management and segmentation concepts
- ✓ Identify different types of suppliers and their characteristics
- ✓ Understand common supplier segmentation models and criteria
- ✓ Recognize how supplier segmentation supports procurement strategy
- ✓ Identify risks and opportunities associated with different supplier categories
- ✓ Apply basic supplier segmentation techniques in practical scenarios
- ✓ Support supplier management and sourcing decisions at a foundational level

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Introduction to Supplier Segmentation

Course Outline

✓ Day 01

Introduction to Supplier Management and Segmentation

- ✓ Overview of supplier management in organizations
- ✓ Why supplier segmentation matters
- ✓ Challenges of managing suppliers without segmentation
- ✓ Understanding supplier value and impact
- ✓ Introduction to supplier segmentation concepts
- ✓ Linking supplier segmentation to business objectives

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Introduction to Supplier Segmentation

Course Outline

✓ Day 02

Supplier Types, Value, and Risk

- ✓ Identifying different types of suppliers
- ✓ Strategic versus operational suppliers
- ✓ Understanding supplier value contribution
- ✓ Introduction to supplier-related risks
- ✓ Cost, quality, continuity, and dependency considerations
- ✓ Mapping suppliers based on value and risk

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Introduction to Supplier Segmentation

Course Outline

✓ Day 03

Supplier Segmentation Models and Criteria

- ✓ Overview of common supplier segmentation models
- ✓ Criteria used for supplier segmentation
- ✓ Performance, spend, and criticality factors
- ✓ Risk-based segmentation approaches
- ✓ Practical exercise: simple supplier segmentation
- ✓ Interpreting segmentation results

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Introduction to Supplier Segmentation

Course Outline

✓ Day 04

Managing Suppliers Based on Segmentation

- ✓ Differentiated supplier management approaches
- ✓ Relationship management for key suppliers
- ✓ Managing routine and transactional suppliers
- ✓ Communication and engagement strategies by segment
- ✓ Aligning segmentation with sourcing and contracting
- ✓ Role of cross-functional collaboration

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Introduction to Supplier Segmentation

Course Outline

✓ Day 05

Applying Supplier Segmentation in Practice

- ✓ Integrating supplier segmentation into procurement processes
- ✓ Using segmentation to support decision-making
- ✓ Monitoring and reviewing supplier segments
- ✓ Common challenges in implementing segmentation
- ✓ Best practices for basic supplier segmentation
- ✓ Developing a simple supplier segmentation action plan
- ✓ Course review, reflection, and next steps

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 14, 2026	Sept. 18, 2026	5 days	4250.00 \$	UAE , Dubai
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Riyadh
June 29, 2026	July 3, 2026	5 days	5950.00 \$	switzerland , Geneva
Nov. 30, 2026	Dec. 4, 2026	5 days	4250.00 \$	UAE , Dubai
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Aug. 10, 2026	Aug. 14, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	UAE , Dubai

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