



Consulting and Training | Reach New Heights

Course Name

Relationship Management in Supply Chain

Sector Name

Procurement & Supply Chain Operations

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

Relationship Management in Supply Chain

Course Introduction

Continuous improvement in all aspects of the supply chain is necessary to remain competitive in today's global economy. The traditional adversarial relationship and transactional focus of buyers and suppliers cannot meet this demand for continuous improvement in lead-time, quality, and overall supplier performance. As a result, significant changes are occurring in the philosophies and approaches that define the relationship between purchasers and sellers in world-class organizations. Simply put, Supplier Relationship Management (SRM) and collaboration provide an organizational focus on communicating with suppliers on the many steps of the Supply Management process. This focus reduces the lead-time and total cost of acquisition, transportation, administration, and possession of goods and services for the benefit of both the buyer and seller, and as a result, provides a competitive advantage and improved profits.

Relationship Management

This course covers one subset of Supply Chain philosophy and presents theoretical discussions on Supplier Relationship Management and its benefits, as well as practical case studies that provide evidence of such benefits. The course also covers the

practicality of SRM, provides encouragement, and prevents a purely academic or theoretical view of Supplier Relationship Management.

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Relationship Management in Supply Chain

Target Audience

- ✓ Procurement Manager / Supervisor
- ✓ Procurement officer / assistant
- ✓ Purchase officer
- ✓ Vendor manager
- ✓ Supplier relationship officer
- ✓ Purchase coordinator
- ✓ International Buyer
- ✓ Category purchasing manager
- ✓ Supply chain officer- Procurements
- ✓ Logistics Professionals
- ✓ Distribution Managers
- ✓ Working in this field
- ✓ Those who want to start a career in this field

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Relationship Management in Supply Chain

Learning Objectives

- ✓ Develop end-to-end approaches to their culture, processes, and structure.
- ✓ Gain a broad understanding of Supplier Relationship Management and the supply chain strategy.
- ✓ Discuss the benefits of being a supplier-focused organisation and examine the rules required for becoming an attractive customer.
- ✓ Identify the role and importance of the purchasing and supply function in the value chain
- ✓ Define SRM and discuss its benefits, and apply practical case studies that provide evidence of such benefits.
- ✓ Present many case studies that provide evidence of such benefits.
- ✓ Demonstrate the practicality of Supplier Relationship Management

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Relationship Management in Supply Chain

Course Outline

✓ Day 01

An Introduction to Supplier Relationship Management

- ✓ Introduction
- ✓ Supply chain strategy and tactics
- ✓ Links to the supply chain rules

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Relationship Management in Supply Chain

Course Outline

✓ Day 02

Supplier Relationship Management Practice

- ✓ Early case studies on trust
- ✓ SRM definitions
- ✓ SRM barriers
- ✓ SRM benefits
- ✓ Trust

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Relationship Management in Supply Chain

Course Outline

✓ Day 03

Supplier Service

- ✓ Definition
- ✓ Supplier-focused procedures
- ✓ Supplier perception and attitudes
- ✓ Supplier complaints
- ✓ Benefits of being a supplier-focused organization
- ✓ Supplier approaches
- ✓ Ten golden rules for becoming an attractive customer

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Relationship Management in Supply Chain

Course Outline

✓ Day 04

The Three Supply Chain Roles

- ✓ Suppliers, customers, and value
- ✓ Value and competitive advantage
- ✓ Value creation and suppliers
- ✓ Values, relationships, and exchanges

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Relationship Management in Supply Chain

Course Outline

✓ Day 05

Aligning Supplier And Customers

- ✓ 5 rights of purchasing
- ✓ Introduction to behaviour in the supply chain
- ✓ The SRM challenges
- ✓ Change as a paradigm shift
- ✓ People working together in flow

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Relationship Management in Supply Chain

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 14, 2026	Sept. 18, 2026	5 days	4250.00 \$	UAE , Dubai
Dec. 20, 2026	Dec. 24, 2026	5 days	4250.00 \$	Bahrain , Manama
July 5, 2027	July 9, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Feb. 1, 2027	Feb. 5, 2027	5 days	4250.00 \$	UAE , Dubai

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •

