



"تطوير استراتيجيات التوريد وإدارة علاقات الموردين في الشرق الأوسط"

Duration: 5 Days

Language: ar

Course Code: IND09-107

Objective

:Participants will

- Understand the core principles of strategic sourcing and SRM
- Conduct supplier market analysis and opportunity assessments
- Develop sourcing strategies aligned with business needs
- Apply advanced negotiation tactics to optimise supplier terms
- Monitor and enhance supplier performance and compliance
- Foster supplier innovation and long-term partnerships
- Use digital tools and platforms to improve sourcing efficiency
- Integrate sustainability and risk management into sourcing decisions

Audience

:This course is ideal for

- Procurement Managers and Officers
- Supply Chain and Operations Professionals
- Sourcing and Category Managers
- Contract and Vendor Managers

- Purchasing Officers
- Project Managers with procurement responsibilities
- Anyone transitioning into a procurement or supplier management role

Training Methodology

The course combines lectures, real-world case studies, group exercises, and negotiation simulations. Participants will develop sourcing strategies, analyse supplier performance data, and engage in interactive supplier management role plays. Tools such as supplier scorecards and e-sourcing platforms will be explored to simulate real-life scenarios

Summary

This course is designed to equip professionals with the tools and techniques required to build a strategic and value-driven approach to sourcing and supplier relationship management. As global supply chains become more complex and cost pressures intensify, organisations must shift from transactional procurement to strategic sourcing—emphasising collaboration, performance, and long-term value creation

Participants will learn how to assess supplier markets, develop sourcing strategies, negotiate effectively, and manage supplier performance through robust relationship-building practices. The course will also address sustainability, risk mitigation, and digital tools that are reshaping sourcing functions worldwide

Course Content & Outline

Section 1: Foundations of Strategic Sourcing

- What is strategic sourcing? From transactional to value-based procurement
- Understanding total cost of ownership (TCO)
- Overview of the strategic sourcing process
- Key performance indicators in sourcing

Section 2: Supplier Market Analysis and Category Planning

- .Conducting spend analysis and opportunity assessments
- .Supplier segmentation and risk profiling
- .Developing category strategies and sourcing pipelines
- .Market intelligence tools and benchmarking

Section 3: Sourcing Strategy and Execution

- .Choosing sourcing models: single, multiple, or global sourcing
- .Preparing and executing RFQs, RFPs, and tenders
- .Evaluating supplier proposals and total value
- .Best practices in e-sourcing and reverse auctions

Section 4: Supplier Selection and Contracting

- .Criteria for supplier evaluation and selection
- .Drafting performance-based supplier contracts
- .Contract negotiation strategies and legal considerations
- .Onboarding new suppliers and ensuring alignment

Section 5: Supplier Relationship Management (SRM)

- .Principles of SRM and its strategic value
- .Building trust and collaboration with key suppliers
- .Supplier scorecards and performance reviews
- .Joint improvement initiatives and innovation management

Section 6: Risk, Compliance, and Sustainability in Sourcing

- .Identifying and mitigating sourcing risks
- .Ensuring ethical sourcing and supplier code of conduct
- .Integrating ESG and sustainability criteria into sourcing
- .Crisis management and supply chain resilience

Section 7: Technology and the Future of Sourcing

- Digital procurement tools and supplier portals
- Using data analytics in sourcing decisions
- AI and automation in supplier relationship management
- Future trends in global sourcing and SRM

Certificate Description

Holistique Training عند إتمام هذه الدورة التدريبية بنجاح، سيحصل المشاركون على شهادة إتمام التدريب من (e-Certificate) وبالنسبة للذين يحضرون ويكملون الدورة التدريبية عبر الإنترنت، سيتم تزويدهم بشهادة إلكترونية من Holistique Training.

وخدمة اعتماد التطوير المهني (BAC) معتمدة من المجلس البريطاني للتقييم Holistique Training شهادات ISO 29993، ISO 21001 أو ISO 9001 كما أنها معتمدة وفق معايير (CPD) المستمر

لهذه الدورة من خلال شهادتنا، وستظهر هذه النقاط على شهادة إتمام (CPD) يتم منح نقاط التطوير المهني المستمر واحدة عن كل ساعة CPD يتم منح نقطة CPD، ووفقاً لمعايير خدمة اعتماد Holistique Training التدريب من لأي دورة واحدة نقدمها حالياً CPD حضور في الدورة. ويمكن المطالبة بحد أقصى قدره 50 نقطة

Categories

المشتريات والمستودعات والخدمات اللوجستية وسلسلة التوريد، التجزئة والتجارة

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ما هي أهمية التعاطف في القيادة؟

في عالم القيادة الحديث، يتزايد الاهتمام بأهمية صفات القائد، ومن بين هذه الصفات الرئيسية تبرز بشكل لافت صفة التعاطف. فالتعاطف لا يقتصر على مجرد مظهر إنساني، بل يمتد ليكون أحد العوامل الحيوية في تحقيق القيادة الفعالة.