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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-019

# Vendor Management: Performance, Selection & Contracting

## UK

+44 33 000 111 90  
info@informatech.co.uk  
<https://informatech.uk>  
63-66 Hatton Garden Hatton Garden  
EC1N 8LE , London

## NL

+31 85 74 444 46  
info@infomatech.nl  
<https://infomatech.nl>  
Waarderweg 50 - 2031PB  
Haarlem - Netherlands

Tel : +44 (33) 000 111 90

Our mailing address is:  
63-66 Hatton Garden, EC1N 8LE, London

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# Course content

## Why Attend

Why Attend Effective vendor management is critical for ensuring operational efficiency, minimizing risks, improving supplier performance, and creating long-term business value. This course provides participants with practical tools and best practices for selecting the right vendors, managing contractual relationships, monitoring performance, and developing strong supplier partnerships that support organizational goals.

Course Methodology The course uses an interactive approach that combines presentations, case studies, group discussions, practical exercises, vendor assessment activities, contract review examples, and real-world business scenarios to strengthen practical application and decision-making.

Course Objectives By the end of this course, participants will be able to:

- Understand the principles and importance of vendor management
- Apply structured approaches to vendor selection and evaluation
- Develop effective vendor contracts and performance management systems
- Build productive vendor relationships and communication practices
- Identify legal risks and compliance requirements in vendor agreements
- Improve supplier performance and value creation strategies
- Reduce operational and contractual risks

## Target Audience

- Procurement and purchasing professionals
- Vendor and supplier relationship managers
- Contract administrators
- Supply chain and logistics professionals
- Operations managers
- Project managers
- Professionals involved in supplier selection and contract management



# Course content

## Target Competencies

- Vendor management
- Supplier evaluation and selection
- Contract management
- Performance measurement and KPI development
- Negotiation and communication skills
- Relationship management
- Risk assessment and mitigation
- Strategic decision-making

## Course outline

### Day 1: Foundations of Vendor Management

- Understanding vendor management concepts and organizational value
- Exploring the stages and components of the vendor management lifecycle
- Examining the role of supplier management in supporting business performance
- Identifying common operational challenges in managing vendors
- Understanding responsibilities and governance within vendor relationships
- Building a structured approach to supplier management activities

### Day 2: Vendor Evaluation and Selection Strategies

- Identifying important factors in selecting suitable vendors
- Understanding different supplier categories and evaluation approaches
- Exploring sourcing methods and supplier identification techniques
- Assessing supplier proposals and conducting evaluation reviews
- Performing due diligence and capability assessments



# Course content

## Course outline

- Applying practical approaches and best practices in vendor selection

### **Day 3: Contract Development and Vendor Performance Management**

- Understanding the fundamentals of vendor contracting processes
- Reviewing important elements and structures of vendor agreements
- Managing supplier performance against contractual obligations
- Developing performance indicators and service measurement criteria
- Monitoring and improving supplier outcomes and compliance
- Applying effective practices in contract and performance management

### **Day 4: Communication and Strategic Vendor Relationships**

- Developing effective communication approaches with suppliers
- Building collaborative relationships that support long-term value
- Managing communication barriers and relationship challenges
- Encouraging collaboration and continuous improvement initiatives
- Strengthening trust and partnership effectiveness
- Applying best practices for relationship management and stakeholder engagement

### **Day 5: Legal Considerations and Risk Management in Vendor Relationships**

- Understanding legal principles affecting vendor management activities
- Reviewing supplier agreements and identifying potential risks
- Understanding contractual responsibilities and obligations of involved parties
- Examining methods for dispute prevention and resolution
- Managing compliance requirements and legal exposure
- Applying risk mitigation strategies and vendor governance practices



# Seminar dates

## Available seminar dates

Live dates and pricing for Vendor Management: Performance, Selection & Contracting generated from the course details page.

| Date                      | Location         | Format                                    | Fee               |
|---------------------------|------------------|---|-------------------|
| Dates on request          | Venue on request | Classroom                                 | <b>Contact us</b> |
| <b>Live online option</b> |                  | Online delivery is available at €1,850.-. |                   |